Antilles	Sch. 2.0	Indonesia	Rp 2500	Portugal	Esc 90
Bahrain	Din 0.850	Italy	L 1500	S. Arabia	Rls 6.00
Belgium	BFr 45	Japan	Y550	Singapore	S$ 4.10
Canada	C$1.00	Jordan	Fils 500	Spain	Pts 125
Cyprus	C£0.70	Kuwait	Fils 500	Sri Lanka	Rup 30
Denmark	Dkr 8.00	Lebanon	£L 6.00	Sweden	Skr 7.00
Egypt	LE1.00	Luxembourg	Lfr 45	Switzerland	SFr 2.20
Finland	Fmk 5.50	Malaysia	Rm 4.25	Taiwan	NT $35
France	Frs. 6.00	Mexico	Pes. 300	Tunisia	Din 0.600
Germany	DM 2.20	Morocco	Dh 6.00	Turkey	L 250
Greece	Dr 80	Netherlands	Fl 2.75	U.A.E.	Dh 6.50
Hong Kong	HK$ 12	Norway	Nkr 7.00	U.S.A.	$1.00
India	Rup. 15	Philippines	Pes 20		

FINANCIAL TIMES

EUROPE'S BUSINESS NEWSPAPER

No. 29,881 Monday March 17 1986 D 8523 B

Crucial test for Alfa Romeo's survival plan, Page 14

World news

Swiss vote against joining the UN

The Swiss voted massively against joining the United Nations. In a national referendum they turned down by more than three to one their government's proposal that Switzerland should become the 160th member of the world organisation.

Opinion polls had suggested that the Federal Council (government) and parliament were not going to win support, but the vote against UN membership was unexpectedly powerful. Even in Canton Geneva, the home of many UN agencies, nearly 70 per cent voted against joining.

People had voted to "safeguard our neutrality and national sovereignty," one of the leaders of the organisation set up to oppose the federal council said triumphantly. Page 2

Israeli budget cuts

Israeli Government is to implement within a week budget cuts totalling $300m. The chief administrator for the occupied West Bank and Gaza Strip territories flew to Washington to seek $500m to improve living conditions. Page 2

Singapore rescue

Two more survivors have been pulled free from the debris of a Singapore hotel after spending more than a day buried alive. Altogether, 11 people have been rescued alive from air pockets under the hotel.

Finns end strike

Finland's biggest labour conflict for 30 years came to an end when 250,000 workers stopped a three-day strike that had halted foreign trade and production at vital paper and metal industries.

Iraqi raid

Iraqi aircraft launched a surprise raid on an Iranian military camp near Ahvaz in western Iran. An estimated 500 armoured vehicles, many of them tanks, were destroyed.

Sudanese talks

Southern Sudanese rebels and backers of the Khartoum Government agreed to postpone for a day exploratory talks aimed at ending the country's civil war.

Palme postponement

Swedish police postponed an announcement on whether a man they are holding on suspicion of involvement in the murder of Prime Minister Olof Palme would be charged or set free. N-test urged, Page 3

Budapest march

Hungarian police detained at least two people and confiscated personal documents of about 400 young people after peaceful marches in Budapest.

Punjab clashes

At least nine people were killed and 20 injured in Punjab state in clashes between Hindus and Sikhs.

Manila takeover

The Filipino Government has taken over the country's main telecommunication companies, saying there was evidence that they were controlled by the son and friends of deposed president Ferdinand Marcos.

Caribbean boycott

Police in the French Caribbean island of Guadeloupe dismantled road blocks set up by separatists who are boycotting parliamentary elections.

Nicaragua attacked

The US must get rid of President Daniel Ortega's left-wing regime in Nicaragua, because it threatens to spread communism, White House Chief of Staff Donald Regan said.

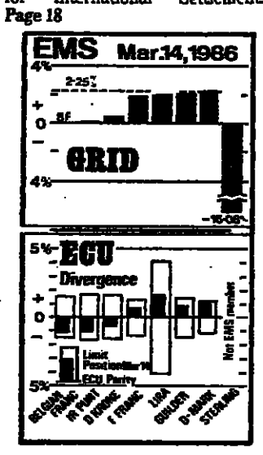
Prisoner escapes

Charles Sobhraj, one of India's best know prisoners, broke out of New Delhi's maximum security prison with the help of two men who fed prison guards drugged sweets.

Business summary

BIS guide for banks on hidden risks

FRESH GUIDELINES for the regulation of off-balance-sheet business being accumulated by commercial banks as a result of innovation in financial markets are published today by the central banks of the main industrial countries. The study was undertaken by the Bank for International Settlements. Page 18



EUROPEAN Monetary System: Currencies showed little overall change within the EMS last week. The Belgian franc remained the weakest member but was within its divergence limit. Lower interest rates in West Germany were of some benefit to the weaker currencies but there was still speculation that some sort of currency realignment would be planned after yesterday's elections in France.

The chart shows the two constraints on European Monetary System exchange rates. The upper grid, based on the weakest currency in the system, defines the cross rates from which no currency (except the lira) may move more than 2¼ per cent. The lower chart gives each currency's divergence from its "central rate" against the European Currency Unit (ECU), itself a basket of European currencies.

SWISS BANKING Commission has temporarily halted licensing of new Japanese bank operations in Switzerland while it reviews the question of Japanese reciprocity. Page 19

THE London Stock Exchange's traded options market plans to open normally today after weekend testing of the new computerised matching system. Page 7

MEXICO, hit by falling oil revenues, will today announce measures to boost non-oil exports. Page 3

TURKISH central bank has halted several of the key currency liberalisation measures in a bid to restore order to foreign currency markets, after the Turkish lira fell heavily against the dollar. Page 4

COMPANIES

WESTLAND has finally landed the £65m ($94m) deal to supply 21 W-30 helicopters to India. Grants from Britain will finance the deal. Page 7

HUDSON'S BAY COMPANY, the debt-laden Canadian retail, property and fur trading group, reduced net losses to C$5.6m (US$4m) or C$1.09 a share in the year to January from C$107.4m or C$5.40. Page 20

BRITISH Gas Corporation: no single shareholder will be allowed to hold more than 15 per cent of the equity after the company is privatised, according to a draft of the articles of association. Page 9

ALEXANDER & Alexander, the world's second largest insurance broker, lost $7.3m in the year to end-December 1985 after taking a $52m after-tax provision to cover the estimated loss on the disposal of its discontinued underwriting operations. Page 19.

PUBLIC SERVICE of Indiana, the electric utility, expects to incur a net loss of $1.25bn for 1985 or $23.17 a share because of a write-off fro m its Marble Hill nuclear plant. Page 20

TULLETT and Tokyo Forex, the UK-Japanese money broker, has acquired shareholdings in Carl Kliem (Frankfurt) und Carl Kliem (Luxembourg).

Right fails to win expected majority in French election

BY DAVID HOUSEGO IN PARIS

FRANCE appeared to be thrown into uncertainty last night after the parliamentary right failed to secure an absolute majority in the National Assembly.

According to early computer forecasts, the neo-Gaullist RPR and the centrist UDF together won 282 seats in the new Assembly, thus on their own falling short of the 289 needed, to abtain an absolute majority. They would obtain a total of 289 seats in the 577-seat Assenbly with the support of the seven independent right-wing members expected to be elected.

Computer forecasts by other institutes confirmed that the RPR-UDF alliance would either fail to win an absolute majority or obtain on by a narrow marging a single seat in one case.

The apparent result came as a surprise, since opinion polls had been unanimous in giving the parliamentary right an absolute majority – although they differed on the size. The RPR and the UDF have both pledced not to form a government with the extremist rogjt-wing National Front of Mr Jean-Marie le pen, which early computer forecasts gave 37 seats in the new Assembly substantially more than expected.

The Socialist success reinforces the position of President Mitterrand, who had seemed condemned to sharing power with a government of the right. Mr Mitterrand will now have a freer hand in choosing his Prime Minister in the manoeuvring that is likely in the days ahead.

Mr Mitterrand masterminded the Socialists' campaign in the election. He has been the party's main asset as his popularity has continued to rise.

The 212 seats expected to be gained by the Socialists are far in advance of the party's hopes and would leave them the largest single party in the new Assembly. Even on Friday, Socialists were saying they expected about 185 seats. They also exceeded their target of gaining 30 per cent of the vote by winning an estimated 30.9 per cent.

For the Communists, yesterday's poll was a further setback as they seem likely to win only 37 seats in the Assembly – the same the National Front. Computer forecasts gave the Communists 10 per cent of the vote compared with 11 per cent in the European elections.

Former President Giscard d'Estaing said before the poll that France would be "ungovernable" if the parliamentary right failed to obtain an absolute majority. In fact, the outcome is a personal blow to him, as it is even more for Mr Jacques Chirac, leader of the neo-Gaullist RPR. His failure to carry his disciplined party to the victory they had expected must cast some doubt on his political future.

President Mitterrand has until April 2, when Parliament meets, to name a Prime Minister. The temptation for him will be to look for a non-political figure, as the Socialists cannot form a majority on their own.

However, it must be doubtful whether any coalition that emerges will be durable. The risk is that fresh elections will be called soon.

The French franc – which has been subject to devaluation rumours for some time – is likely to come under pressure with this uncertainty, putting pressure on Mr Mitterrand to form a new government quickly.

The right-wing parliamentary parties might decide to boycott a new government. However, yesterday right-wing politicians blamed the result on the new system of proportional representation which President Mitterrand introduced for the elections. Mr Pierre Mehaingnerie, leader of one of the cen-

Continued on Page 18

Lawson budget set to shrug off oil price fall

BY PHILIP STEPHENS, ECONOMICS CORRESPONDENT, IN LONDON

MR NIGEL LAWSON, Britain's Chancellor of the Exchequer, will this week seek to shrug off the impact of collapsing North Sea oil revenues by forecasting steady economic growth and falling inflation into 1987 with large tax cuts before the next general election.

The emphasis for the coming year in Tuesday's budget speech will be on seeking to persuade financial markets that the Treasury is sticking to a "prudent and cautious approach" to policy after the halving in the oil price since last autumn.

Reform of personal taxation, including the introduction of transferable allowances between husbands and wives, will be promised for after the next election in a Green Paper (discussion document) to be published when Mr Lawson sits down in the House of Commons.

Barring further price falls in the wake of the Opec meeting which began yesterday, the Government is hoping the budget will provide the backdrop for a small cut in interest rates later in the week.

Mr Lawson is expected to announce modest cuts in income tax directed at the lower paid, financed mostly through higher excise duties on petrol, cigarettes and alcohol. At the same time, Lord Young, the Employment Secretary, will present measures to boost government help for the long-term unemployed.

The target for the public sector borrowing requirement in 1986-87 will remain close to the £7.5bn ($10.9bn) implied in the Government's medium-term financial strategy.

However, the public sector financial deficit, which is regarded by most economists as the best guide to underlying fiscal policy, is likely to rise sharply as a result of the acceleration of the Government's privatisation programme.

The uncertainties still surrounding the budget arithmetic were highlighted by the Opec talks in Geneva, where some ministers were predicting that the oil price might fall below $10 a barrel unless producers agree on rigorous output quotas.

The Chancellor's forecast of oil revenues in 1986-87 is likely to assume some rebound in the oil price later in the year together with some increase in output. Even on optimistic projections, however, that would still leave North Sea revenues at least £5bn below the £11.5bn assumed in last year's budget.

There are still expectations in Whitehall that Mr Lawson, who has been notably cheerful in recent weeks, will seek to spring at least one surprise in the budget. Recent speculation has centred on the possibility of a new 25p income tax band for the first £1,000 or so of taxable pay, or the introduction of new incentives to boost personal share ownership.

The Treasury has also been studying the possibility of a new financial transactions tax on the banks and building societies to recoup at least part of the cost of a cut in stamp duty on share transactions.

There has also been speculation that Mr Lawson might adjust mortgage interest tax relief, perhaps by combining an increase in the £30,000 ceiling with a move to limit relief to the basic rate of income tax.

In his forecasts for the economic outlook Mr Lawson will underline the beneficial impact on output and jobs of lower oil prices and the parallel drop in sterling's value

He is expected to predict continuing growth in output running at an annual 2½ to 3 per cent in the first half of 1987, while lower costs and the possibility of a cut in the mortgage rate could allow a fall in the inflation rate to around 3 per cent.

US Congress set to block defence build-up. Page 18

Opec debate overshadowed by output stance of UK, Norway

BY RICHARD JOHNS IN GENEVA

PROSPECTS for bringing about collaboration with the UK and Norway in restraint of global oil production will be in the forefront of what threatens to be a viciously contentious conference of the Organisation of Petroleum Exporting Countries (Opec).

The determination of North Sea oil producers to withstand the effects on their revenues, payments balances and currencies of a continued collapse in oil prices lies at the heart of the debate. Opec members are arguing over whether to pursue the policy agreed on in principle in December to concentrate on recovery of market share regardless of loss of per-barrel revenues.

As opening skirmishes began, Sheikh Ahmed Zaki Yamani, Saudi Oil Minister, fired a well calculated salvo aimed primarily at the Government of Mrs Margaret Thatcher, the British Prime Minister, as well as other delegations to the Opec conference. In an interview published yesterday, he said: "Disaster lies ahead for our country, which would bear the lion's share of the blame," unless Britain co-operated with Opec to support oil prices.

Saudi Arabia and Kuwait face concerted efforts by Algeria, Iran and Libya to return to the policy of production restraint aimed at supporting oil prices. Nigeria has already declared itself in favour of that approach. The United Arab Emirates, previously regarded as one of the main allies of Saudia Arabia and Kuwait, betrayed signs of misgivings about a "price war" which might paralyse and divide Opec for the indefinite future.

The conference's opening session was dominated by a long statement from President Ali Khameini of Iran read out by Mr Gholamreza Aghazadeh, the Islamic republic's Minister of Petroleum. The statement is understood to have called for a drastic cut in Opec output to boost prices.

Mr Belkacem Nabi, Algerian Minister of Energy, joined him in calling for a clarification of the communiqué issued three months ago and its reference to securing a fair share of the market "consistent with necessary income for member countries' development."

Continued on Page 18

Plastics producers' profits rise. Page 18

US and Japan close to pact on microchips

By Louise Kehoe in San Francisco and Quentin Peel in Brussels

US AND Japanese trade negotiators are close to agreement on a global price and production costs monitoring system for semiconductor chips. The scheme is designed to address US charges that Japanese companies have repeatedly dumped chips in the US market below fair value.

The proposed system would lead to exports to third countries, apart from the US, being monitored.

Such a system would create a new area of highly controversial extraterritoriality in US trade protection. The US and Japan together produced close to 90 per cent of the world's semiconductor devices, a $30bn market in 1985. First indications of the direction of the secret talks between Washington and Tokyo have aroused grave concern at the European Commission in Brussels and in the European computer industry.

EEC member states have a large deficit in micro-chip imports and most would strongly oppose any organised price rise, although European micro-chip manufacturers might welcome it.

Anti-dumping plans will be discussed at US-Japanese trade talks in Washington this month, but already the negotiators are close to ironing out details of the monitoring scheme, according to Japanese officials.

Advisers to Mr Clayton Yeutter, the US trade representative, also say that progress has been made towards an agreement on the issue. The anti-dumping scheme has the full support of Mr Yeutter, according to industry officials close to the trade negotiations.

The price-monitoring system is aimed at preventing dumping anywhere in the world, says Mr Michael Gadhaw, legal counsel to the US Semi-Conductor Industry Association, which conceived the proposal. He added that a "global" system was needed to prevent Japanese chip makers from circumventing US dumping laws by selling their chips at dumping prices in a third country or in their home markets, which might lead US customers to buy abroad.

US and Japanese chip makers would be required to submit price data to a government agency every time they sold chips – whether their customer was in the US, Japan or the third country. If their prices were determined to be below "fair value," as defined by US trade laws, then a penalty would be imposed on the manufacturer.

Fiat and Ford in European truck merger

BY KEN GOODING, MOTOR INDUSTRY CORRESPONDENT IN LONDON

FIAT of Italy and Ford intend to merge their European heavy truck operations into a joint company.

But the deal is unlikely to create controversy in Britain because Ford has assured the UK Government that no job losses will result at its heavy truck factory at Langley, Buckinghamshire, west of London, where there are about 1,500 employees. It has also said production of the cargo heavy truck range will continue until it needs renewing.

Mr Bob Lutz, chairman of Ford of Europe, when asked recently if he could give any words of comfort to the Langley employees, said: "Joint ventures are designed to protect jobs, not to cause redundancies."

The European truck industry has been aware for some months there is the prospect of wide-ranging co-operative venture between Ford and Fiat which might well spark off further rationalisation among heavy vehicle producers. The prospect has been an important factor in merger talks between BL's Leyland trucks subsidiary and Bedford, General Motors' British commercial vehicle offshoot.

That deal has the backing of the Leyland Trucks management but has been delayed by the debate about the future of the Land Rover company which GM wants as part of a complete package.

Final details have still to be ironed out by Ford and Fiat and completion is perhaps still a month away. But it is expected that Fiat and Ford will each take 48 per cent of the joint heavy trucks company they intend to set up, with the outstanding shares held by a London merchant bank. The arrangement excludes Ford's Transit van operations in Britain and Belgium.

The two groups put forward similar proposals when they unsuccessfully attempted to work out merger terms for their European car operations last year.

Fiat's heavy truck business, Iveco, has factories in West Germany and France, as well as Italy, and has a bigger market share than Ford in all those countries. It is already the second largest heavy truck producer in Western Europe, behind Daimler-Benz of West Germany.

Iveco's vehicle output last year was roughly twice that of Ford which produced about 14,000 cargo trucks.

General Motors has given the restructured Group Lotus board two years to construct a new future for the sports car and engineering company. GM owns 66 per cent of Lotus and is seeking total control. Details, Page 8

Benedetti to bid for further Valeo stake

BY ALAN FRIEDMAN IN MILAN AND PAUL BETTS IN PARIS

CIR, THE holding company of Mr Carlo de Benedetti, which last month paid FFr 500m ($70.8m) for a 19.4 per cent stake in Valeo, the French motor-components group, announced plans at the weekend for a partial bid on the Paris bourse that would boost its holding to 35 per cent.

The bid is expected to constitute the first big test of industrial policy for the new French government.

The outgoing socialist administration has already expressed concern at recent Italian moves to take control over a predominant portion of the French car-component industry. Renault and Peugeot, the country's two large car makers, have also been worried by the Italian manoeuvres.

By acquiring 35 per cent of Valeo, Mr de Benedetti would secure veto rights and become by far the single largest shareholder of the French group.

CIR, through its international subsidiary, is seeking to acquire 795,000 shares in Valeo which is Europe's second-largest car components group. Valeo has annual sales of FFr 11.4bn, employs 28,000 people and has 110 factories in 16 countries in Europe, the US, Latin America, Africa and Japan.

It is not known how much Mr de Benedetti is offering, but at closing prices last week a 16 per cent parcel of Valeo shares would have a market value of around FFr 440m.

CIR bought its original stake by acquiring 5 per cent of Valeo from Lucas of the UK and the rest from French banks and other institutional investors. CIR is expected to subscribe for its part of an expected FFr 600m share issue by Valeo.

The Indosuez group is Valeo's next largest shareholder with a 5 per cent stake. Mr de Benedetti has

Continued on Page 18

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International car market: Survey ..... Section III

Zia hints at low-key approach over Bhutto return to Pakistan

THE PAKISTANI Government is bracing itself for a resurgence of political activity in the coming six weeks, when more than 30 mass meetings are planned around the country to coincide with the expected return from exile in Europe of Miss Benazir Bhutto, daughter of the country's former prime minister and acting leader of the main opposition party, writes John Elliott in Islamabad.

President Zia ul-Haq, who heads a mainly civilian administration following the end of martial law on December 31, hinted at the weekend that the Government did not intend to try to stop this political activity or arrest Miss Bhutto.

"We are a democratic country and in a democracy people learn to tolerate and I have lots of patience," he said yesterday in an interview on Channel Four's Meet the Press.

He indicated that he had retained his military regime title of Chief of Army Staff to ward off any possible coup while the Government was "stabilised."

He also suggested the US should be prepared to increase substantially its five-year $2.2bn economic and defence aid package, because the country had a democratically elected government.

Miss Bhutto is expected to return to Pakistan within the next three weeks on about April 4, the seventh anniversary of the execution by the Zia regime of her father, Mr Zulfikar Ali Bhutto.

Miss Bhutto was put under house arrest in Karachi after she returned from exile last August for her brother's funeral. There is considerable speculation about how long the Government or top army generals—who still wield considerable power—will be prepared to stand back while she draws massive crowds and attacks the regime.

Miss Bhutto's Pakistan People's Party central committee met in Lahore yesterday and drew up plans for the meetings she will address. About half will be in the Punjab province, which is the stronghold of the military. Before that, there are to be widespread meetings on Pakistan Day next Sunday.

The committee mapped out Miss Bhutto's political agenda with a resolution calling on President Zia to resign and for elections to be held immediately on a party system to replace the non-party Government elected last year.

There have been reports that the Government has held private negotiations with Miss Bhutto's representatives to avoid the meetings becoming violent, in return for Miss Bhutto being allowed to remain free.

Significantly, the committee called yesterday for the meetings to be "extremely peaceful" and President Zia stressed in his interview that there were no restrictions on any political leader whatsoever."

He admitted saying last November that he would retire as Chief of Army Staff when martial law ended. But yesterday he referred to Pakistan's history of three "interruptions" of martial law. He added: "I, for one, want to make it absolutely sure that there is no chance of any future interruption," even though the country had "very fine, loyal and obedient army commanders and chiefs of services."

Pakistan is having a tough time persuading the US to grant a big increase in the aid package for 1987-92 and has failed to obtain requested increases of more than 50 per cent.

Swiss vote massively against UN membership

By William Dullforce in Geneva

THE SWISS voted massively against joining the United Nations yesterday. In a national referendum they turned down by a ratio of more than three to one their Government's proposal that Switzerland should become the 160th member of the world organisation.

Opinion polls had suggested that the Federal Council (government) and parliament were not going to win, but the vote against UN membership was unexpectedly powerful and represents a crushing defeat for the Confederal establishment.

Not one of the 26 cantons and half cantons voted in favour of joining the UN. The Government needed a majority among the cantons as well as a majority of voters at national level.

The people of the cantons had voted to "safeguard our neutrality and national sovereignty," said one of the leaders of the organisation set up to oppose the Federal Council on this issue.

Even in the canton of Geneva, the home of many UN agencies, nearly 70 per cent voted against joining. In the canton of Berne, the federal capital, 77 per cent rejected the government's proposal, while 71 per cent voted against in Zurich, the financial capital.

The most emphatic rejection of the UN came, however, from the smaller German-speaking cantons at the heart of the country.

Neutral budget expected in S. Africa

BY ANTHONY ROBINSON IN CAPE TOWN

SOUTH AFRICAN Finance Minister, Mr Barend du Plessis, is today expected to present a broadly neutral, or at most a mildly stimulatory, budget for the fiscal years starting on April 1.

The budget will represent a compromise between demands for higher spending, especially on security and black social and educational programmes, and fears that government spending is already too high and a major factor behind a record inflation rate and unprecedented tax levels.

The minister's margin for manoeuvre is very tight. The economy is expected to grow by 3 per cent this year, after a 0.6 per cent decline in gross domestic product last year. But the recovery is fragile. Inflation, at an annual rate of 20.7 per cent in January, threatens to erode the competitive advantage bestowed by rand depreciations.

But South Africa cannot afford to see a serious erosion of its surplus on the current account of the balance of payments.

It is committed to repaying over $2bn (£1.37bn) o fits $24bn foreign debt this year. Of this, $500m will go to international bankers under the terms of the interim arrangament negotiated in London on February 20

Last year South Africa ran a payments surplus of more than Rand 7bn (£2.4bn) and this year is planning a surplus of about R4.6bn, according to the reserve bank. Running the domestic economy at a level which will guarantee a minimum surplus around this level is the major restraint under which the budget has been formulated.

In spite of these restraints, however, both external and internal economic circumstances are more favourable than last year when the country suffered from a collapse of foreign confidence.

This culminated in temporary closure of the Forex and stock markets, and the two-tier rand system and a unilateral "standstill" on $14bn of the foreign debt in September.

Over the first 10 weeks of this year the rand has appreciated by around 20 per cent against major currencies. The lower oil price is expected to benefit the balance of payments by around R2bn, both through lower import costs and through the stimulation of mineral and other exports from higher world economic growth. The dolar gold price has also moved higher this year, and gold accounts for around 50 per cent of hard currency earning.

To some extent however a stronger rand is a mixed blessing: It reduces the effect of imported inflation; a major component in present inflationary pressures, but also cuts the rand income and profits of the key gold and other mines.

This, in turn, will prevent a recurrence of last year's tax bonanza from the mines (aided by the tax surcharge applied in last year's budget). Higher tax revenue from the mines, inflation-inspired fiscal drag, and a 20 per cent rise in the general sales tax last year all pushed tax revenues sharply higher than budgeted. This was fortunate for the Minister of Finance because Government spending also soared well above budget — in spite of pledges last March that keeping government spending below the rate of inflation was the top priority.

This year the consensus among economists is that the depressed economy provides scope for a small rise in Government spending and/or a selective reduction in the tax burden.

Clashes at Transvaal mines claim 14 lives

BY JIM JONES IN JOHANNESBURG

VIOLENCE claimed 14 lives at two strike-hit South African gold mines at the weekend. At thet Blyvooruitzicht mine near thet Transvaal town of Carletonville six black miners and a security guard were killed in clashes between police, mine security personnel and striking miners late on Friday night. At least 176 men were injured.

At the Vaal Reefs gold mine near the town of Klerksdorp seven men were killed and 67 injured in what the mine's management described as faction fighting between Xhosas and Basothos.

Black miners have been striking at Blyvooruitzicht since the start of last week in support of demands for revised production bonus payments. The mine was closed on Thursday to prevent further underground sitins by miners and management has been negotiating with the National Union of Mineworkers (NUM).

The mine's management claimed that intimidators prevented the men reporting for work after two days of talks on the bonus issue ended on Friday. Police were called in after a crowd of more than 1,000 men assembled following the arrest of two alleged intimidators.

About 160 men have been dismissed at Blyvooruitzicht and 1,000 others involved in the stoppage have told management that they want to return to work. According to a mine spokesman everyone is expected to return to work today.

The fighting at Vaal Reefs comes in the wake of a series of strikes and stoppages over the past three weeks which began after police detained nine black miners following the murders of four senior black employees. Vaal Reefs' management says it does not know the reasons for the sporadic work stoppages.

Meanwhile, the authorities have closed six black schools in the Carletonville area, just outside Johannesburg after pupils stayed away from classes in protest at the detention by police of 11 classmates.

The Carletonville closures brought to 21 the number of black schools shut by the authorities in the Western Transvaal during the past fortnight. As life in Johannesburg's riot-hit Alexandra township returns to some semblance of normality, community leaders called on schoolchildren to return to classes today.

Sabah hit by further bomb blasts

By Wong Sulong in Kuala Lumpur

THE MALAYSIAN state of Sabah was hit by further bomb blasts and demonstrations yesterday as Moslems continued agitating for the removal of the Christian-dominated government. However, Kota Kinabalu, the capital, was returning to normal after the arrest of more than 700 illegal immigrants from the Philippines and Indonesia.

Two people suffered minor injuries when two home-made bombs exploded in the timber port of Sandakan, while in Tawau, on Sabah's eastern seaboard, more than 1,000 Moslems marched down the streets calling on the federal government to impose emergency direct rule to break the political impasse.

The arrival of Kota Kinabalu's 150,000 residents were pressured by Tan Sri Haniff Omar, Malaysia's inspector general police in Kota Kinabalu on Saturday, and by police raids on illegal Filipino and Indonesian settlements dotted along the city's waterfront. Many people spent much of last week behind doors for fear of racial violence.

Tan Sri Haniff Omar said the 5,000-strong Sabah police force was in control, although the situation was still tense. Seven units of riot police had been flown in from West Malaysia to maintain security, he said. The 700 illegal migrants would be deported.

Meanwhile, the Malaysian elections commission has, for the second time, postponed fixing a date for elections in Sabah, citing the uncertain political situation.

The Sabah state assembly was dissolved last month.

Israel to bring in $300m budget cuts within week

BY ANDREW WHITLEY IN TEL AVIV

THE ISRAELI Government announced yesterday it would implement within a week its announced budget cuts of $300m (£204.36m) for the coming 1986 fiscal year.

Critics of the Government's economic policy, including Western diplomats and senior members of the coalition administration, have focused on the Government's failure to carry out several announced budget cuts.

A senior Finance Ministry official said yesterday that failure to implement the latest cuts would endanger Israel's emergency economic programme.

Yesterday's decision empowers the Government to impose new taxes on retirement pensions and maternity benefits, prolong an existing tax on child allowances, and introduce a levy on education.

The difficulties faced by Mr Shimon Peres, the Prime Minister, in putting the proposals into practice were underlined by their swift denunciation by the Histadrut, the trades union federation. The Government and the Histadrut are currently locked in annual wage negotiations.

With little state cash to spare for the foreseeable future, Israel's chief administrator for the occupied West Bank and Gaza territories, meanwhile, flew yesterday to the US with the aim of raising up to $500m for so-called "quality of life" projects in the Israeli-occupied region.

Mr Shmuel Goren took with him a shopping list of job-creation projects and proposed social amenities such as hospitals and schools.

These will be carried out by international aid organisations such as the United Nations Relief Work Agency, which looks after Palestinian refugees.

In recent official contacts, the US has been urging the Peres Government to take tangible steps to improve conditions in the occupied Arab territories as a means of helping the Middle East peace process.

Over the years, successive Israeli governments have poured funds into Jewish settlements and infrastructure projects of strategic importance to Israel, but paid scant attention to the region's economic needs.

● Inflation rose in Israel by 1.6 per cent last month, the government has announced. This compares with a fall of 1.3 per cent in January and brings the annualised rate for the seven months since July to 23 per cent.

Last July, the coalition National Unity Government introduced an emergency economic programme, including a substantial devaluation of the shekel, budget cuts and a comprehensive price freeze.

Announcing the February consumer price index, the Central Bureau of Statistics said the main contributor to last month's price rise—the highest since October—was increases in the price of fresh fruit and vegetables.

FINANCIAL TIMES

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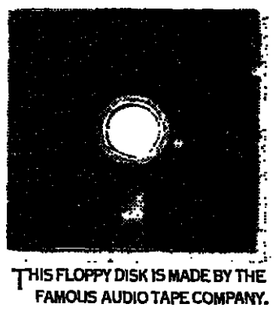

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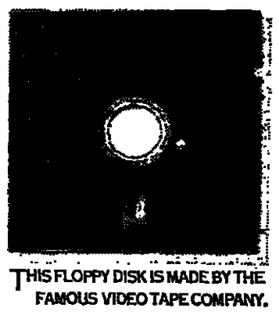

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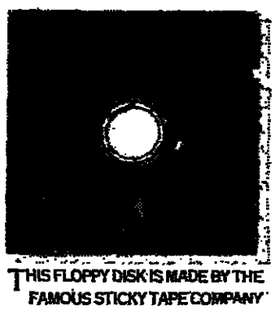

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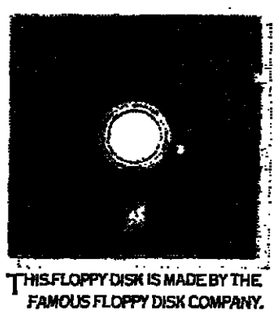

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OVERSEAS NEWS

Mexico to unveil measures for boosting exports

BY DAVID GARDNER IN MEXICO CITY

MEXICO is today due to announce a package of measures designed to boost non-oil exports, which the Government hopes will make up for a portion of the revenue the country will lose this year as a result of the collapse in international oil prices.

As a result of the oil market collapse Mexico has calculated that it will lose around $6bn in export revenue this year.

The Government expects the new measures to help generate an increase in non-oil export earnings of around $1bn this year, which will reduce its new finance needs by that amount.

Mr Jesus Silva Herzog, the Mexican Finance Minister, said here last week that the country's new finance requirements for this year would be $6bn.

The Government would seek to borrow $4bn from its commercial bank creditors and international financial institutions, to renegotiate $1bn falling due this year with Paris Club creditors, with the remnant coming from the better performance foreseen for Mexican manufactured exports.

Mexico is currently understood to be negotiating credits worth some $500m from the World Bank to help finance import liberalisation which it hopes will boost its non-oil exports.

Until the oil price collapse, Mexico earned three quarters of its foreign exchange from crude exports, as wel as half its tax revenue.

US steel maker reaches tentative deal on pay

BY WILLIAM HALL IN NEW YORK

LTV STEEL, the second biggest US steel producer, has reached a tentative agreement with the United Steelworkers of America (USW) on a wage contract which will give the LTV Steel workforce an equity stake in the company in return for accepting wage concessions.

The company's labour costs of $25.19 (£17.16) an hour are among the highest in the US steel industry, and its financial condition has led to fears that it would be forced to file for protection of the bankruptcy courts if it did not win wage concessions from its workforce.

The tentative agreement still has to be ratified by the more than 30,000 workers at LTV Steel's 24 plants

Details of the agreement were not immediately available but according to newspaper reports, the contract will save the company $3.60 an hour in wages, benefits and other costs.

The USW had said earlier that its members will "receive a dollar-for-dollar payback in equity for any wage benefit reductions."

The company and the USW have been negotiating since January 22 and had set a deadline of March 15.

The outcome of the LTV wage bargaining is seen as critical for the future of both one of America's biggest steel producers and the US steel industry as a whole.

LTV Steel is the first leading US steel company to reach a tentative settlement at company level.

Until this year, wages were set by an industry-wide bargaining procedure. This has been abandoned because of the mounting financial problems of some of the industry's weaker members.

The LTV settlement will play an important role in wage bargaining at other leading US steel producers.

● LEADERS of the eight-month strike at the Hormel meat packing plant in Austin, Minnesota, have vowed to carry on their action in spite of the parent union's decision to withdraw strike pay of $40 (£27.25) a week, writes Terry Dodsworth in New York.

The strike has become one of the most closely followed in recent years because it has been marked by unusually vigorous attempts to mobilise national support against swingeing wage cuts.

A New York consultant, Mr Ray Rogers, was brought in by the local union leadership to advise on tactics aimed at embarrassing the Hormel company's financial backers and to rally the support of other unions.

Regan confident about superpower summit this year

BY REGINALD DALE IN WASHINGTON

THE US still expects the next superpower summit to take place this year although not necessarily in the summer, as Washington would prefer, Mr Donald Regan, the White House chief of staff, said yesterday.

Mr Regan expressed confidence that Mr Mikhail Gorbachev, the Soviet leader, would honour his promise at the last summit, in Geneva in November, to the US for another meeting with President Ronald Reagan in 1986.

While the US still wanted the summit to be in June or July, "if it turns out to be November or December, so be it," Mr Regan said in an interview with NBC television.

Mr Regan said that setting a date for the meeting was up to the Soviet Union. He conceded that Moscow would have liked more progress in the Geneva arms talks before finalising arrangements for the summit, but said that if that meant that the US should simply buy the Soviet position in the arms negotiations, Washington was not going to do it.

There was no deadline for agreeing on a summit date, Mr Regan said. The US could wait until as late as May and still be ready for a summer meeting. Other administration officials, however, are saying that time is running out for a summer summit and that the meeting may not take place until late this year or even early in 1987.

David Buchan adds from Moscow: The Soviet Union has poured scorn on President Ronald Reagan's call for further super-power discussions on nuclear test monitoring as "a political manoeuvre aimed at evading the Soviet Union's proposal on ending all nuclear testing."

The rebuff in a Tass commentary, which also described as an "already familiar propaganda gimmick" Mr Reagan's suggestion that Soviet observers attend the next US nuclear test in Nevada, came as senior US and Soviet officials held evidently frosty discussions in Stockholm after the funeral of the late Mr Olaf Palme there. It also followed the major row over Soviet representation at the United Nations.

In the Stockholm talks Mr George Shultz, US Secretary of State, and Soviet Prime Minister Nikolai Ryzhkov, were apparently unable to agree on any detail or date for the planned summit.

Mr Mikhail Gorbachev warned earlier that his attendance at a summit might depend on prior progress on arms control, including the curbing of nuclear tests.

Last week he further extended the unilateral Soviet moratorium on nuclear testing until such time as the US conducted a test itself. However, the Reagan administration quickly made clear its intent to continue testing in order, it said, to catch up with Moscow in weapons modernisation and to maintain the reliability of its nuclear forces.

Tass also denounced over the weekend President Reagan's latest statement to Congress on regional security as a policy of "neoglobalism, designed to impose Washington's will on the world by using military power and gangs of terrorists.

Poland raises food and vodka prices

By Christopher Bobinski in Warsaw

THE first round of increases for basic foodstuffs since the beginning of last year was announced by the Polish Government at the weekend.

The prices of bread, cereals, dairy products and sugar, all items which are no longer rationed are to go up by 10 per cent today. The price of vodka is also to rise by 10 per cent. However, family allowances are to be adjusted upwards.

The Government said that the consultations with consumers on prices, which accompanied previous rises and were designed to defuse consequent industrial unrest, were no longer possible.

A rise of no more than 9 per cent on the price of meat, which is still rationed, is planned for August and prices of electricity, gas and coal are to go up in the early

Food will continue to be subsidised, the government says, claiming that a price increase of 30 per cent would be necessary to eliminate the subsidies.

● Lech Walesa, head of the banned Solidarity trade union, said in Gdansk yesterday, that protests by workers against the price rises would be justified.

Finnish workers end stoppage

FINLAND'S biggest labour conflict in 30 years came to an end this weekend when 250,000 blue-collar workers stopped a crippling three-day wage strike that had halted foreign trade and production at vital paper and metal industries, reports Reuter from Helsinki.

N-test ban urged at Palme memorial service

BY KEVIN DONE, NORDIC CORRESPONDENT IN STOCKHOLM

LEADERS of the Five Continents Initiative, of which Mr Olof Palme, the late Swedish Prime Minister, had been one of the driving forces, have renewed their call to the superpowers to halt all nuclear tests at least until the next summit meeting. Their plea was made in Stockholm where world leaders had gathered for a memorial service for Mr Palme.

The theme was taken up by Mr Rajiv Gandhi, the Indian Prime Minister, in his address at the memorial ceremony. Six countries — Sweden, India, Greece, Argentina, Mexico and Tanzania have offered to undertake the verification of such a test ban, so as to remove all doubts about compliance and possible violations," said Mr Gandhi

The message to the US and Soviet leaders calling for a nuclear test halt was signed by Mr Palme on February 28, only hours before he was assassinated on a street in the middle of Stockholm.

Mr Ingvar Carlsson, the new Swedish Prime Minister, has taken Mr Palme's place in the Five Continents Initiative, and yesterday was also asked to take over the chairmanship of the Palme Commission, which is to be renamed the Palme Commission on Disarmament and Security Issues.

Mr Carlsson held talks over the weekend with more than 40 of the foreign leaders attending Mr Palme's funeral including Mr George Shultz the US Secretary of State and Mr Nikolai Rysjkov, Soviet Prime Minister, President Francois Mitterrand of France, Chancellor Helmut Kohl of West Germany, Mr Bettino Craxi, Italian Prime Minister, Mr Felipe Gonzalez, Prime Minister of Spain, President Mario Soares of Portugal, Prime Minister Shimon Peres of Israel and the leaders of the other Nordic nations.

At the meeting with Mr Rysjkov it was agreed that Mr April 14, a week later than the Carlsson will visit Moscow on visit previously planned by Mr Palme to the Soviet Union

The visit is an important step in normalising relations between the two countries, which have been strained by repeated Soviet submarine violations of Swedish territorial waters.

In spite of the presence of so many world leaders, the memorial ceremony for Mr Palme was conducted with a moving simplicity. Yesterday many thousands still queued in the centre of Stockholm to file past the grave in the Adolf Fredrik churchyard, only a few hundred yards from where the Swedish

Mr Olof Palme

Prime Minister was shot by a still unknown gunman shortly before midnight on February 28.

The ceremony and the funeral were organised by the Social Democratic Party, which Mr Palme had led since 1969, rather than by the state. In the midst of the national sorrow and mourning and the spontaneous grief that have followed Mr Palme's murder, the memorial ceremony was marked by the themes of light and hope and the causes for which the Swedish Prime Minister had fought on the international stage.

The simple white coffin, covered with red roses, lay in the blue hall of the Stockholm city hall before a large backdrop of the UN symbol. Round the area were written the words for peace and freedom

Mr Ingvar Carlsson expressed the "anger and grief" felt at the assassination of Mr Palme, but his speech was also a poignant personal memory of the man at whose side he had worked for nearly 30 years.

"We all have many different memories of Olof Palme. Some of them are of a physical nature, like his unruly hair which it seemed impossible to comb into place, the hopeless tie, the ceaseless dancing of his feet behind the rostrum when he made a speech . . . Olof Palme's words were unambiguous and compelling.

"His commitment was profound and genuine. It was above all the momentous issues facing mankind that fascinated and challenged his creative spirit. He moved people's hearts."

Head of Marcos probe welcomes US co-operation

By Our Foreign Staff

THE HEAD of a Philippine Commission investigating the finances of Mr Ferdinand Marcos, the former president, said at the weekend that the US authorities had promised to co-operate in efforts to obtain 1,500 documents which might shed light on Mr Marcos's holdings.

After meeting Mr Michael Armacost, US undersecretary of state, on Saturday, Mr Jovito Salonga said: "We have been assured of full co-operation by the US Government within the context not only of American law but Philippine law

"The significance, I like to think, is that we will get the turnover of the documents at the earliest possible time,

The records, in the custody of the US Customs Service, were among the planeload of possessions brought to Hawaii last month after Mr Marcos was ousted from power.

The US Justice Department said in a legal filing on Saturday that it would hand over the documents this evening. However, a hearing is scheduled for today in the Court of International Trade on another motion, filed by Mr Marcos's lawyers, to block access to the records.

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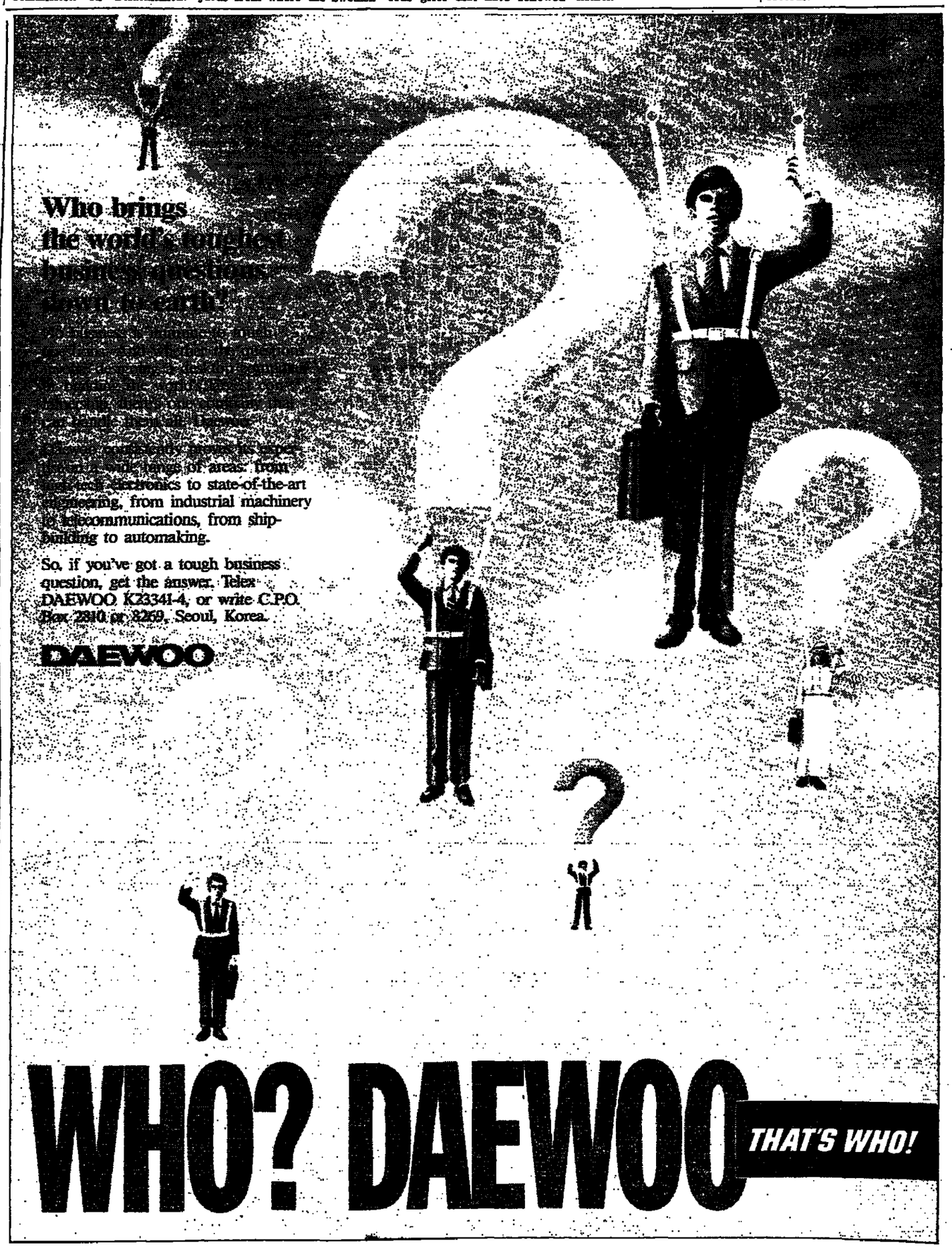

Turkey devalues lira and halts currency reforms

BY DAVID BARCHARD IN ANKARA

THE TURKISH central bank has devalued the lira against the dollar and other Western currencies and halted several key currency liberalisation measures introduced over the last two years.

In a bid to restore order to foreign currency markets, the lira was devalued on Friday evening by 5.3 per cent against the dollar and 7 per cent against the West German mark, leaving it at a rate of 645 to the dollar and 285.45 to the mark. One English pound is now worth TL 945.44.

More significantly, the central bank has trimmed to 1 per cent the margin on either side of its official exchange rate within which the commercial banks may set their prices for foreign exchange.

This is being seen here as a major setback in plans to liberalise the foreign exchange regime and an indication that the central bank is hard pressed for foreign currency.

This year and next are "hump years" in Turkey's debt repayment schedule with a total of more than $3bn (£2.08bn) falling due each year in interest and principal repayments. It is believed that the central bank's problems have worsened because of late payment by some of Turkey's Middle Eastern creditors including Libya and Iraq.

Foreign exchange rates in Turkey have been announced on a daily basis since May 1981 with the banks being given increasing freedom to set their own rates since Mr Turgut Ozal became Prime Minister in December 1983.

However, in the last few weeks there has been a tussle between the central bank and Turkey's major private banks with the rates offered by the latter often soaring far above the central bank rate to the maximum permitted limit. Last week the major Turkish private banks were offering rates of about TL 950 for £1 while the state banks and central banks were sticking to about TL 890.

The central bank said that the new restrictions are only temporary and there will be a return to full free market operations as soon as possible.

It has also taken steps to allay fears of ordinary savers, whose total deposits with commercial banks amount to $2bn.

Oil price of $10 'would raise demand sharply'

By Max Wilkinson, Resources Editor

OIL CONSUMPTION in the non-Communist world would rise by about 6m barrels a day by 1988 if the price fell to $10 a barrel, according to DRI Europe, an independent forecasting agency.

In a study for its clients, the agency suggests that if this price some oil production by non-Opec countries, particularly North America, would be stopped.

It says: "The combination of these forces would raise demand for Opec output to such an extent that a price rise would be extremely likely."

DRI believes that demand would rise among oil-consuming nations even if governments offset the fall in the price of oil by one-third by raising taxes.

For Opec countries, a $10 oil price would mean a further big cut in imports although more oil would be produced than at present.

For Mexico, Egypt, Algeria, Iraq, Iran and Nigeria the combined current account deficits would be $15bn in 1987, in spite of big cuts in imports. DRI suggests this would be financed by forced extra borrowings from the commercial banks.

The report suggests that among industrial nations as a whole lower oil prices would result in higher output and lower inflation than would otherwise have been the case.

REPORT BY INTERNATIONAL BANK SUPERVISORS

Efforts to reduce the risks banks run

BY PETER MONTAGNON, EUROMARKETS CORRESPONDENT IN BASLE

"THERE IS a development in the international capital and banking markets which is of the order of magnitude of significance to the original development of the euromarkets."

That is how the current mood of financial innovation is described by Mr Peter Cooke, the senior Bank of England official who chairs the leading committee of international bank supervisors at the Bank for International Settlements in Basle.

With its report on the management of banks' off-balance sheet exposures, his committee has today given a first detailed glimpse of how government agencies responsible for supervising the banking system are planning to react.

The report homes in on the rapid expansion of new-style business which is hidden from public gaze because it does not appear on published bank balance sheets. It does not go so far as to prescribe new regulations to safeguard the banking system, but it lays great stress on the responsibility of bank managements in monitoring and controlling the new risks they are running.

Instead it sets out to define and quantify the risk inherent in innovative techniques such as options, debt swaps and underwriting commitments under euronote issuance facilities.

"Some of these are technically very complicated and are probably only fully understood by a small number of traders and market experts; many pose complex problems in relation to the risk measurement and management control systems," the report says.

Off-balance sheet risk cannot, however, be analysed separately from on-balance sheet risk, it continues. "Supervisors consider it particularly important that banks adopt a co-ordinated approach to risk management and pay special attention to the possible correlation of different types of risk, both within the individual bank and the banking group as a whole."

It identifies three broad areas into which the risks inherent in new financial instruments tend to fall. These are funding risks, which means that banks may not be able to finance commitments as they fall due; interest rate and foreign exchange risks, which may produce losses due to movements in the respective markets; and credit risks where a bank will lose money if its customer defaults.

This last category is the one which the committee still perceives as the most serious. A main thrust of the report is to quantify the relative credit risks inherent in the new instruments.

It identifies three main categories into which they fall —full risk, equivalent to that of a direct credit which is carried on a bank's balance sheet; medium risk, which is significant but not as great as that of direct credit; and low risk, where there is a small credit risk but not one which can be ignored.

Peter Cooke: chairman of bankers' committee

These risk categories clearly form the basis against which capital requirements will eventually be imposed on off-balance sheet business. They accord with the risk-asset system used in the EEC for measuring capital requirements and due to be adopted by the US, Japan and Canada.

However, the report falls short of prescribing precise capital requirements for the three categories. Instead it concentrates on placing individual types of instrument within the general risk categories. That may seem a modest start, given the pace of change in the capital markets, but one important achievement of the study, central bankers say, is that it has arrived at a series of common definitions for the plethora of off-balance sheet instruments and the degree of risk they entail.

It draws attention to the funding risk inherent in the "very large" worldwide total of standby commitments arising out of euronote underwritings, standby letters of credit, loan commitments and undrawn overdraft facilities.

These should not be allowed to grow out of line with a bank's ability to fund the commitments as they fall due, it says

Options, in which banks sell or buy the right to trade a given financial instrument at a pre-set price at some time in the future, give rise to particular concern, it says. Rigorous limit and control systems are necessary and "as with any dealing activity bank managements need a formal written policy for authorising the activities of their traders.

"Banks which are not confident that they have a sound grasp of the risks involved in options trading and that their monitoring systems are adequate are advised not to write options."

On debt swaps where banks arrange an exchange of debt between one borrower and another, the report says the credit risk is limited to the cost of replacing debt service cash flows at current market rates if one party defaults. The problem is that this will fluctuate, depending on the maturity of the contract outstanding and the level of interest and exchange rates at any one time.

Nonetheless, bankers need to estimate the potential credit exposure arising from swap transactions to be able to comply with credit limit constraints and to price their deals correctly.

"Banks are advised to build a cautious bias into their estimates and to revalue their portfolio of such instruments regularly to ensure that they are not underestimating counterparty credit exposure."

More generally the report warns that off-balance sheet exposure should be included in calculating the credit limit set on dealing with individual customers so as to avoid excessive exposure to one single customer.

Also bank managements must introduce effective risk control systems, without which they will have no sound basis for controlling, monitoring and planning their off-balance sheet exposure.

"Without accounting systems which enable independent checking and reconciliation procedures to be carried out on a routine basis, the detection of potential losses will be very difficult and the risk of fraud will increase."

Saudi Arabia threatens to curb riyal speculators

BY KATHY EVANS IN DUBAI

THE Saudi Arabian Monetary Agency (Sama) warned bankers over the weekend that it would consider revaluing the riyal to punish speculators against the currency.

There have been rumours in recent weeks that the Kingdom might consider devaluing the riyal to cut its riyal-dominated expenditure in the face of falling oil revenues. Fears of a devaluation increased when the Government decided last week to defer its annual budget for five months. Last week, overnight rates soared to more than 20 per cent.

Sama's threat of revaluation was conveyed to senior bankers during a meeting with agency officials who said the Government had no plans to devalue the currency. Bankers in the Gulf said the threat of revaluation would probably be enough to cool the market in the next few weeks.

Sama's move is likely to dampen speculation which emerged last week about the United Arab Emirates dirham. At the end of the Islamic week, spot rates for the dirham rose to unusually high levels, but settled yesterday.

In Kuwait, Sheikh Sabah al Ahmed al Sabah, the foreign minister, declared that Kuwait intended to cut its budget by 25 per cent in the financial year beginning in June. This was a surprise to local analysts who expected a cut of only 15 per cent in spending.

Sheikh Sabah told the newspaper Al Siyassah the cut would not affect the standard of services provided by the state.

Iraqis raid Iranian camp

Iraqi warplanes launched a surprise raid on an Iranian military camp near Ahvaz in western Iran yesterday, destroying 500 armoured vehicles, many of them tanks, a military spokesman reported, Reuter reports from Baghdad.

He said 56 fighter-bombers took part in the raid "and destroyed all the tanks and other armoured vehicles in the camp."

A rocket battery was also destroyed and a large number of Iranian soldiers were killed, the spokesman said, adding that all the aircraft returned safely from the raid.

Ahvaz, 350 miles south-west of Tehran, is a major Iranian industrial complex and military base.

US groups agree prop-fan link

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

A LINK between two major US aero-engine companies on the revolutionary new prop-fan aero-engine development has been agreed involving Pratt & Whitney, part of the giant US United Technologies group, and the Allison Engine Division of General Motors of the US.

The two companies, which have been working on their own independent prop-fan studies, have agreed to work together on the development of a new prop-fan engine, using a gearbox. Other ventures, such as that by General Electric of the US, use a gearless system.

Hamilton Standard, the propeller manufacturing division of United Technologies, is also involved in the deal.

The aim is to produce a geared prop-fan engine for flight test by the summer of 1987, to meet airframe manufacturers' plans — primarily those of Boeing and McDonnell Douglas—to have a new 150-seater airliner in service by 1992 using the prop-fan development.

The prop-fan is the latest development in the well-understood principle of harnessing the gas-turbine engine with a propeller. The difference with the prop-fan is that improved technology in the gas-turbine engine, coupled with advances in propeller-blade design, result in an engine that is claimed to be up to 40 per cent cheaper in fuel costs than the present generation of advanced jet engines.

These claims have yet to be sustained in flight-test programmes, the first of which is due to start this summer, using a General Electric (US) prop-fan in a Boeing 727 airframe, and will be continued in 1987 using the Pratt & Whitney/Allison engine in a McDonnell Douglas MD-80 twin-engined airliner.

Already Boeing of the US is developing its 7J7 airliner for service in 1992, using the prop-fan engine, with McDonnell Douglas planning a version of the MD-80 aircraft for service about the same time.

Boeing recently announced a deal with three major Japanese airframe companies for their 25 per cent participation in the development of its 7J7 airliner, covering financing, design, development and production, and McDonnell Douglas is to work with Saab-Scania of Sweden on the prop-fan airliner, along with Aeritalia of Italy and the Chinese Shanghai Aviation Industrial Corporation.

Shuttle engineering group changes management team

BY WILLIAM HALL IN NEW YORK

MORTON THIOKOL, the US chemicals group which made the rocket motors used in the ill-fated launch of the space shuttle Challenger, has replaced the management team which overruled the objections of company engineers and recommended the launch of the Challenger in January.

Mr Edward G. Dorsey, a veteran of the company's space booster programme, has been brought out of retirement and appointed vice-president and general manager of Morton Thiokol's space division.

The move comes less than a month after Thiokol engineers responsible for building the shuttle's booster rocket motors told a presidential commission investigating the shuttle disaster that they had unanimously recommended against proceeding with the launch. They had felt that low temperatures too could cause problems with the rubber seals

Morton Thiokol management, led by Mr Gerald D. Mason, a senior vice-president, recommended that the launch proceed because there was no clear correlation between temperature and past incidents of erosion on the seals.

Until now operational responsibility for Morton Thiokol's space businesse has rested with Mr Mason, who reports to Mr U. Edwin Garrison, the president of the aerospace division. Mr Mason will now concentrate on the group's strategic and tactical propulsion systems.

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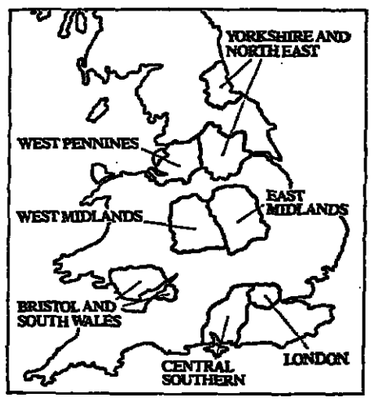

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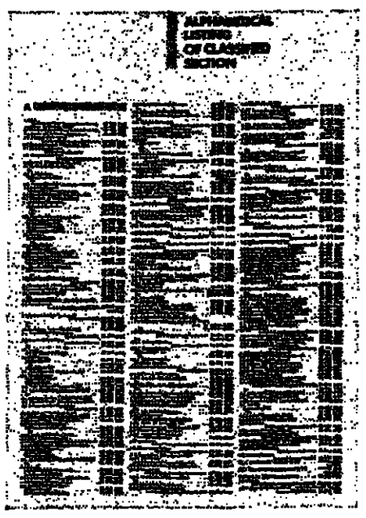

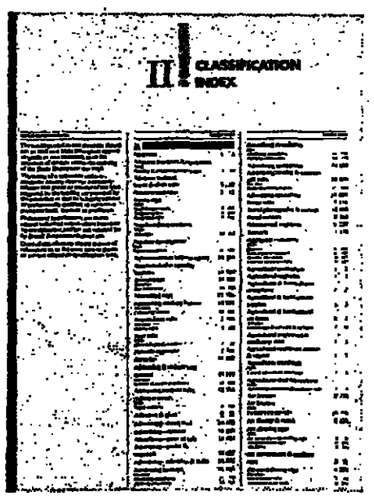

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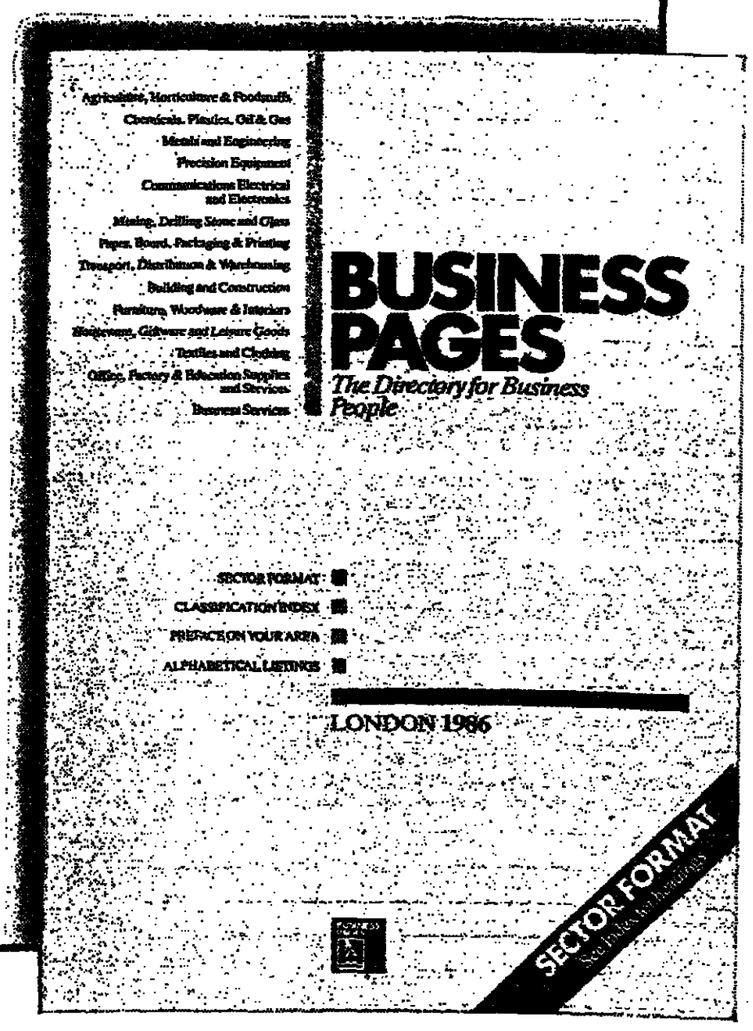

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WORLD TRADE NEWS

Westland lands £65m helicopter deal with India

BY K. K. SHARMA IN NEW DELHI

WESTLAND, THE British helicopter group, has finally landed the £65m contract with India for 21 W-30 helicopters.

The contract was signed in New Delhi by Mr K. Sandilya of India's Finance Ministry and Mr F. N. Richards of the British High Commission. The deal, which had been dogged by uncertainties for more than a year, is being financed by British Government grant aid.

The order was virtually cancelled in the middle of last year by India on the grounds that the helicopters did not meet specifications laid down for the offshore operations of the Oil and Natural Gas Commission.

It is widely believed, however, that the order came under threat because of the Indian Government's feeling that Britain was not doing enough to curb the activities of Sikh terrorists said to be operating from the UK.

The deal has gone through mainly because of high-level contacts between the British and Indian Prime Ministers.

Westland modified the helicopters to meet India's requirements and the final tests on the aicraft have been carried out in Bombay during the past couple of months.

India has also ordered 21 Dauphin helicopters from France and these aircraft and the W-30s will be used by the newly-formed Helicopter Corporation of India for offshore operations, tourist charters and rescue work.

Hazel Duffy adds: Sir John Cuckney, Westland chairman, said yesterday he is "delighted that the order has been signed."

Certain formalities relating to guarantees on the contract have still to be finalised, but the company expects to be delivering the first helicopter within the next few months, and then up to three every two months.

The fixed price contract, without escalation, was negotiated in 1984. A production line was set up for the order—one W-30 is in India and four were nearing completion—when uncertainties forced work to stop.

Although doing little to return Westland to profit, the contract will lead to more orders for the W-30, it is hoped, and utilise the plant's resources.

US compact disc plant for West Germany

By Our San Francisco Correspondent

WARNER Communications, the US electronics and entertainment company, is to begin large-scale manufacture of compact discs at factories in the US and West Germany this year.

The Warner operation will supply discs for the company's own recording business and will contribute substantially to a dramatic increase in the number of discs produced next year.

Warner's projected output of 21m discs next year will be more than the total US consumption last year, which was about 20m. Industry projections suggest that worldwide compact disc sales will total 130m this year.

In the US, Warner will convert part of its Olyphant Pensylvannia record factory to produce 14m compact discs annually. In addition, Warner plans to produce compact discs at its plant in Alsdorf, West Germany.

Our Singapore Correspondent writes: Apple Computer of the US is to spend S$23m (£7.3m) on a new manufacturing, distribution and service centre in Singapore. This brings the company's total commitment in Singapore

Construction of the new factory will start immediately.

French cut export credit subsidies

BY DAVID MARSH IN PARIS

FRANCE IS profiting from the continuing fall in domestic interest rates by making further cuts in subsidies on export credits.

The result of the latest measures, announced at the end of last week, will be to reduce sharply the annual budgetary cost of subsidising new export credits to less than FFr 1bn a year, concentrated mainly on loans to the poorer developing countries.

This compares with the overall cost to the French budget of subsidising interest rates on export credits of around FFr 10bn (£833m) last year.

The latest steps round off a series of export credit liberalisation moves made by the outgoing Socialist government.

They have been geared above all to ending subsidies on export credits to other industrialised countries, the Soviet bloc and oil exporting nations, and to allowing French bankers greater leeway to offer competitive loan packages to foreign importers.

Liberalisation has largely been made possible by the sharp fall in capital market interest rates over the past year.

This has brought French bond market rates below the minimum interest rates for officially-supported export credits agreed to richer and intermediate-income countries under Organisation for Economic Co-operation and Development consensus agreements.

Officials admit that any renewed upturn in French interest rates would automatically raise the need for fresh recourse to subsidies.

At the turn of the year, the Government announced the ending of interest rate support by the Bank of France and Banque Française du Commerce Extérieur for the main categories of credits to richer countries.

Last week's steps, agreed after consultations with banks, remove all subsidies for the shorter maturity portions of export credits to rich and intermediate-income countries.

Budgetary funds will still be used to keep down interest rates on the longer-term portions of intermediate-income country loans.

The result, according to Finance Ministry officials, will be to concentrate remaining state interest rate support—representing about 1¾ percentage points of the export credit cost—on the FFr 10bn-FFr 15bn of export credits France makes annually to the relatively poor developing countries.

The Government is also allowing Coface, the export credit insurance agency, to use the newly-established French financial futures market to offer exporters and their clients guaranteed fixed interest rates over renewable six monthly periods.

West hopes for surge in Comecon orders

BY LESLIE COLITT IN LEIPZIG

WESTERN exhibitors at the Leipzig Trade Fair, the largest East-West trade event, are hoping for a surge in orders from Comecon at the start of Eastern Europe's new five-year plans.

The fair was opened yesterday by Mr Erich Honecker, East Germany's leader.

Comecon countries frequently bunch their orders for Western plant and equipment at the start of the plan to match the availability of investment funds.

East Germany's domestic investment budget rose to Marks 63bn this year from Marks 56bn last year and Marks 50bn in 1984.

The greater outflow of hard currency for imports from the West is supposed to be offset at the end of a plan when products made with the Western equipment are sold for hard currency.

Two-thirds of the West German companies polled before the fair said they expected more orders from East Germany.

West German companies on average take one-third of East Germany's trade with the West, which makes up nearly 30 per cent of East Germany's total trade.

In recent years, East Berlin has held down imports from Western countries, other than West Germany, to save hard currency.

At the same time it has mounted a major export drive. Thus its imports from the UK fell last year to £64m and exports to the UK soared to a record £204m.

Non-West German companies have increasingly sought to channel exports to East Germany through their West German subsidiaries.

Trade between East and West Germany is conducted on a clearing-system basis which allows East Germany to make purchases without spending scarce hard currencies.

West German deliveries last year to East Germany soared 18 per cent to DM 8.6bn while purchases dropped 1 per cent to DM 8.2bn.

China puts telecom system into operation

By David Dodwell in Hong Kong

A 975km microwave telecommunications system linking Hainan in the extreme west of China's Guandog Province with Shantou on the province's eastern coast was commissioned this weekend.

The 1,800-line system, which can carry television, telex and facsimile messages as well as telephone calls, has been built by the Guandong Post and Telecommunications Bureau in collaboration with Cable and Wireless in Hong Kong.

The system links with a north-south microwave route between Guangzhou, the capital of Guangdong, and Hong Kong, the British territory adjoining Shenzhen, China's foremost Special Economic Zone.

Peking nuclear plans

China's Premier Zhao Ziyang has said that his country's plans to develop nuclear power for the rest of this century were unchanged.

The China Daily said Zhao described as groundless reports that China's policy on building nuclear power stations had changed. It said Zhao made his remarks to Mr John Herrington, US Energy Secretary.

Nicaragua move backed

BY WILLIAM DULLFORCE IN GENEVA

THE COUNCIL of the General Agreement on Tariffs and Trade has approved the terms of reference of the panel to examine Nicaragua's complaint against the US for banning trade with the Central American country. Members of the panel have still to be appointed.

The ban imposed by President Ronald Reagan last May affects a business estimated to be worth $14m (£10m) a year to Nicaragua. The US claims that its action is valid under Gatt's article 21 which allows a country to protect its essential security interests.

The panel was instructed to "establish to what extent benefits accruing to Nicaragua under the General Agreement have been nullified or impaired" and to come up with findings that will haelp Gatt take further action.

SHIPPING REPORT

Tanker business increases

FINANCIAL TIMES REPORTER

THE FLOW of tanker business increased last week, especially for those tankers in the middle-size range, according to Galbraith's, the shipping brokers.

It reports several tankers in the 80,000-130,000 ton range being fixed for virtually all loading areas. A charterer based in Kuwait has been particularly active from the Middle East, fixing both crude oil and fuel oil carriers for destinations in the East and West.

Galbraith's said West Africa continued to feature regularly in the day-to-day market but rates had eased off slightly because of the number of vessels heading towards Nigeria and able to give March cancelling.

A number of cargoes had appeared from North Sea ports, although these were destined for local European ports rather than America, but rates looked as if they were on an upward trend.

It has been a further quiet week for sales, although there were transactions which mainly involved more modern tonnage.

World Economic Indicators

TRADE STATISTICS

		Jan. 86	Dec. 85	Nov. 85	Jan. 85
UK £bn	Exports	6.255	6.387	6.301	6.552
	Imports	6.116	6.405	6.515	6.637
	Balance	+0.139	−0.180	−0.214	−0.850
Japan $bn	Exports	12.769	17.927	15.454	11.059
	Imports	10.875	11.284	10.673	10.596
	Balance	+1.894	+6.643	+4.781	+0.463
		Dec. 85	Nov. 85	Oct. 85	Dec. 84
US $bn	Exports	17.024	17.976	17.368	19.142
	Imports	32.888	30.285	27.594	25.933
	Balance	−15.864	−12.309	−10.226	−6.791
France FrFrbn	Exports	73.62	75.18	78.18	75.95
	Imports	77.05	75.67	77.20	76.45
	Balance	−3.43	−0.49	+0.98	−0.50
W. Germany DMbn	Exports	45.60	44.33	44.63	44.42
	Imports	38.10	37.47	38.53	38.35
	Balance	+7.50	+6.86	+6.10	+6.07

BASE LENDING RATES

ABN Bank	12½%	Grindlays Bank	‡12½%
Allied Dunbar & Co.	12½%	■ Guinness Mahon	12½%
Allied Irish Bank	12½%	■ Hambros Bank	12½%
American Express Bk.	12½%	Heritable & Gen. Trust	12½%
Amro Bank	12½%	■ Hill Samuel	§12½%
Henry Ansbacher	12½%	C. Hoare & Co.	12½%
Associates Cap. Corp.	12½%	Hongkong & Shanghai	12½%
Banco de Bilbao	12½%	Johnson Matthey Bkrs.	12½%
Bank Hapoalim	12½%	Knowsley & Co. Ltd.	13 %
Bank Leumi (UK)	12½%	Lloyds Bank	12½%
BCCI	12½%	Edward Manson & Co.	13½%
Bank of Ireland	12½%	Meghraj & Sons Ltd.	12½%
Bank of Cyprus	12½%	Midland Bank	12½%
Bank of India	12½%	■ Morgan Grenfell	12½%
Bank of Scotland	12½%	Mount Credit Corp Ltd.	12½%
Banque Belge Ltd.	12½%	National Bk. of Kuwait	12½%
Barclays Bank	12½%	National Girobank	12½%
Beneficial Trust Ltd.	13½%	National Westminster	12½%
Brit. Bank of Mid. East	12½%	Northern Bank Ltd.	12½%
■ Brown Shipley	12½%	Norwich Gen. Trust	12½%
CL Bank Nederland	12½%	Peoples Trust	13½%
Canada Permanent	12½%	PK Finans. Intl. (UK)	13 %
Cayzer Ltd.	12½%	Provincial Trust Ltd.	13½%
Cedar Holdings	13 %	R. Raphael & Sons	12½%
■ Charterhouse Japhet	12½%	Roxburghe Guarantee	13 %
Citibank NA	12½%	Royal Bank of Scotland	12½%
Citibank Savings	¶12½%	Royal Trust Co. Canada	12½%
City Merchants Bank	12½%	Standard Chartered	12½%
Clydesdale Bank	12½%	TCB	12½%
C. E. Coates & Co. Ltd.	13 %	Trustee Savings Bank	12½%
Comm. Bk. N. East	12½%	United Bank of Kuwait	12½%
Consolidated Credits	12½%	United Mizrahi Bank	12½%
Continental Trust Ltd.	12½%	Westpac Banking Corp.	12½%
Co-operative Bank	*12½%	Whiteaway Laidlaw	13 %
The Cyprus Popular Bk.	12½%	Yorkshire Bank	12½%
Duncan Lawrie	12½%		
E. T. Trust	13 %		
Exeter Trust Ltd.	13 %		
Financial & Gen. Sec.	12½%		
First Nat. Fin. Corp.	13½%		
First Nat. Sec. Ltd.	13½%		
■ Robert Fleming & Co.	12½%		
Robert Fraser & Ptrs.	13½%		

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‡ Call deposits £1,000 and over 9% gross.
¶ Mortgage base rate.
§ Demand dep. 8¾%. Mortgage 13%.

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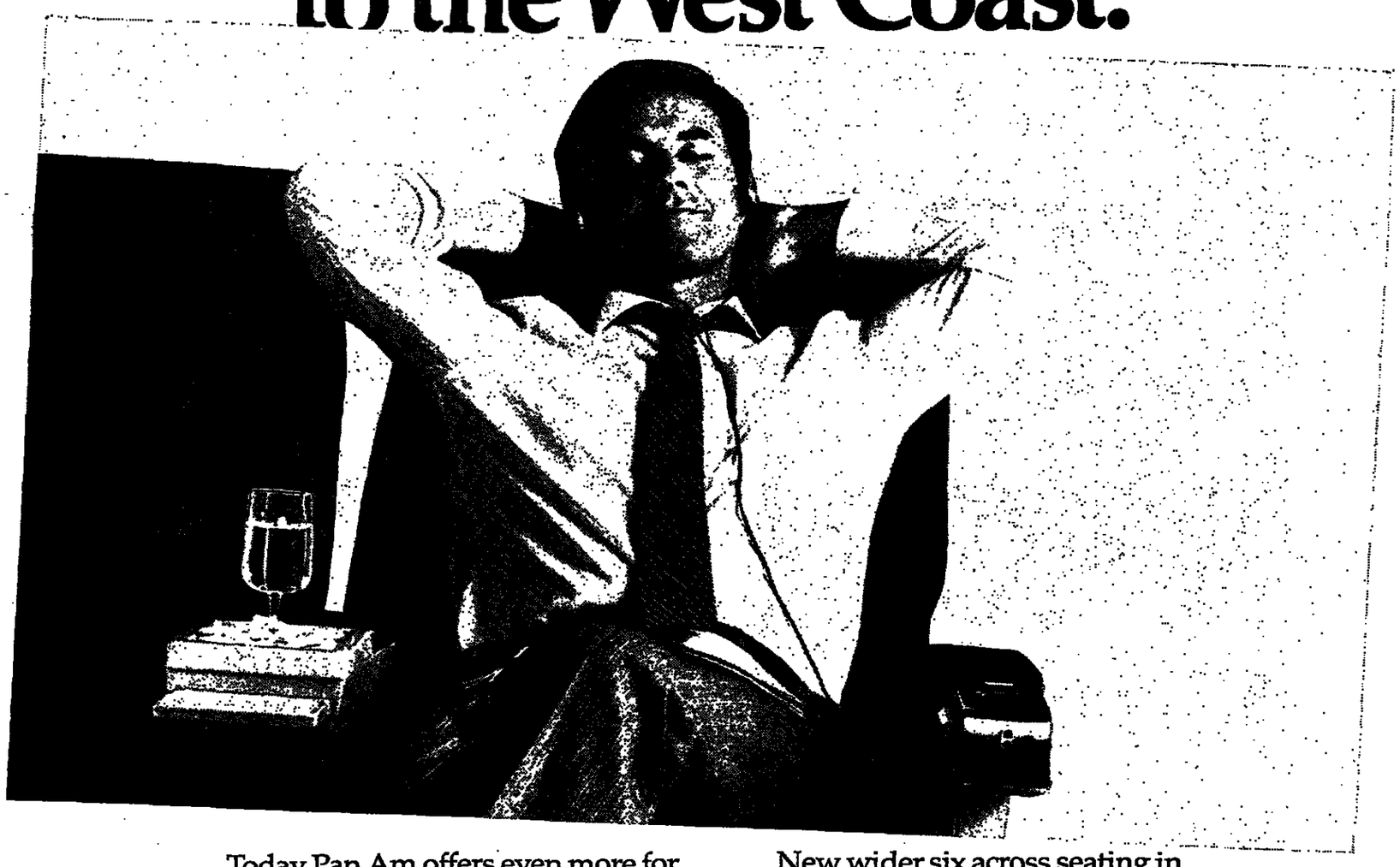

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Seattle	10·25 WED/FRI	12·00
	10·45 SUN	12·20

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TECHNOLOGY

Alan Cane on the computer failure which halted Stock Exchange traded options dealing last Friday.

Why Big Bang could start with a whimper

THE computer failure which closed the London Stock Exchange traded options market last Friday and forced exchange staff and dealers alike to work over the weekend to clear up the mess has major implications for the City.

● It brought home with dramatic clarity to jobbers and brokers the extent to which their trading efficiency already depends on electronic technology.

● It underlined the fragility of many of the systems already in operation and reinforced widespread fears that some of these may prove inadequate even before the increase in securities trading volume expected after the "Big Bang" in the City in October this year.

● It raised afresh anxieties about the level of resource the exchange and its members are able to commit to developing the electronic systems which are expected to be the key to competitiveness in tomorrow's equities markets.

The major US financial services groups are already spending large sums annually — as much as $100m in some cases — to ensure they have the latest and best electronic systems. The London Stock Exchange has spent £42m on systems development in the past two years and intends to commit a further £38m in the next 12 months to bring its computers and trading systems up to scratch.

Its approach has been, inevitably, to seek low-cost solutions, mixing the best of what it has in place already with more sophisticated technologies.

The equities market, however, breaking records daily, has not helped. The existing systems were designed to handle very much smaller market volumes than those now being experienced. What happened on the traded options market last week exemplifies the difficulties faced by the technicians in patching up ageing computer systems to handle dramatically increased numbers of transactions.

Traded options in London, while very small beer compared to the Chicago stock exchange where the idea originated, are nevertheless one of the fastest growing sectors of the market, averaging 65 per cent a year compound growth.

Over the past 12 months, trading activity has increased significantly, with a growth rate closer to 85 per cent. The average daily number of transactions was 8,000 last September; last week it was 33,000.

Options — which simply give the customer the right to trade in a stock in the future at today's price — are proving popular in today's volatile markets because they are both a low risk approach to gambling on price movements and a form of insurance against large price changes.

Their popularity has had severe consequences for the options clearing system, however.

When volumes were low, the market was able to cope using a simple batch system. Buyers and sellers presented their sales tickets to order entry clerks on the market floor who put the details into the computer system using a simple "dumb" terminal — that is, one without its own processor "brain." The information was fed to an IBM personal computer where bid and offer were matched and the resulting information transmitted as a batch four times a day to an IBM mainframe computer in the London Options Clearing House.

As volumes increased, it became increasingly difficult for the system to cope — there was, for example, insufficient memory available for the system to match bids and offers without long backlogs developing. Several times in the past weeks, for example, the clearing house had been unable to supply end-of-day figures.

The solution was to replace the dumb terminals with a network of six IBM personal computers, one acting as the network controller and each with enough memory to alleviate the capacity problem.

That made possible much more frequent transmissions to the clearing house. The system was commissioned late last week and worked well. There was, however, still a constraint: "We found the inputting of data was slower than we had hoped," said Mr Bernard Reed, traded options group manager.

The fateful decision was taken on Thursday to add, in haste, two more personal computers to the network. Both were well tried machines which had been in use on other projects. There was no reason to suspect either was faulty and no diagnostics were run on the machines.

When they were added to the network, however, it went into a "loop," a critical condition in which the software talks endlessly to itself and where no information can get in or out.

The immediate fear was that the data collection and transmission program was faulty — that would have been a lengthy repair job. As it was, it took the exchange team four hours to break into the loop and establish that one of the additional personal computers had an as yet undiagnosed fault. It was pulled out of the network immediately: "I would have thrown it from the 24th storey if I could," said Andrew Wilson of the options development team after working through the night to restore the data files.

To clear all the bargains in the system, the decision was taken first to delay opening until 1 pm on Friday and then to close the market all day.

"We have learned a hell of a lot from this," Mr Reed mused late on Friday evening. Among the measures likely to be put in place to prevent a recurrence are:

● A diagnostic program will be used to test each personal computer in the network before the market opens.

● An electronic "filter" will be placed between each personal computer and the network controller to prevent a faulty machine corrupting the rest of the information.

One immediate worry must be that the personal computer network used for data entry in traded options is essentially the same system now used by SEAQ International, the first phase of the Stock Exchange automated quotations system, which will form the cornerstone of the exchange's automated dealing systems.

The efficiency of market clearing systems is now an increasing concern in the City. While dealer/jobber settlement is carried out through the exchange's Talisman computer, some 40 per cent of bargains in equities are processed for stockbrokers and their clients by Centrefile, the National Westminster computer bureau.

The London Stock Exchange traded options market.

Centrefile has decided it is unwilling to invest in the hardware and software necessary to settle bargains after Big Bang.

Stockbrokers are worried, however, that its ageing systems will not hold up until October.

It has built-in limits to the number of bargains it can process every day. Larger brokers are regularly exceeding these limits by large amounts. "It is giving us sleepless nights," one broker admitted, explaining that he was able to cope only by making use of other brokers' unused capacity and by accepting a measure of backlog in his settlements.

Settlement after Big Bang will be handled by two clearing companies — Hoare Govett and Barclays/NMW; some firms are making their own arrangements.

The lessons for the City from the traded options debacle and the Centrefile worry are clear: it is later than anyone thinks and the consequences of failure will be swift, dramatic and hard to rectify.

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DON'T MAKE A MOVE WITHOUT US

Tunnels from coast to tap offshore oilfields

By Fay Gjester in Oslo

A NEW approach to offshore oil and gas production has attracted the attention of Norcem, a leading Norwegian industrial group. It is taking a stake in Petromine—a joint venture which aims to develop sub-sea tunnelling techniques which will enable offshore petroleum discoveries to be tapped from "mines" beneath the sea bed, and reached by tunnels from the shore.

Petromine's managing director Kjell Holestol says the concept would be competitive with oil platforms, and remotely controlled sub-sea wells for large or medium-sized fields lying fairly close to shore, and where sea depth was 200 metres or more.

So far, however, no oil or gas has been found close enough to Norway's coast to make "Petromining" a realistic proposition.

At present, half of the Petromine joint venture is owned by Selmer Furuholmen, one of Norway's largest civil engineering contractors, 30 per cent by Norwegian Rig Consultants, drilling technology experts, and the rest by an investment company (also called Petromine). These stakes will be adjusted when Norcem—through its offshoot Norcem Cement—takes a 10 to 20 per cent holding.

A Norcem Cement executive said the company was keen to participate because the project would involve the evolution of new concrete technology—a field in which Norcem Cement already specialises.

The concrete used to line sub-sea tunnels and well-head halls would be subjected to enormous strains and would therefore have to meet high standards. The product development required could provide valuable spin-offs for Norcem's other activities.

Valve seats come in from cold

WORTH WATCHING

EDITED BY GEOFF CHARLISH

VALVE SEATS, which are usually assembled into alloy engine blocks by a thermal contraction/expansion process, can be made to grip the sides of the assembly hole using a simpler, cheaper process jointly developed by Manganese Bronze Powder Metal Group (Ipswich) and Rosan Rexnord of Leicester.

Normally, the seat, a cylinder of special composition perhaps 20 mm in diameter, is frozen in a cryogenic bath to reduce its diameter. After it is dropped into the hole, it expands to make an extremely tight fit that will endure regardless of engine temperature and valve action on the seat. Alternatively, the block is heated up, but in either case automated production line systems can cost up to £0.5m.

The MB/Rosan development needs only a suitable press tool costing perhaps £0.2m. As the seat ring is pressed into the hole, it displaces alloy into a peripheral slot, completely locking it into place.

Since there is no reliance on simple frictional gripping, the seat can be quite short, reducing material use. The companies are working on valve stem guides using the same technique. More on 0473 215151.

SPEECH RECOGNITION systems developed by PA Technology and the Royal Signals and Radar Establishment under the sponsorship of British Technology Group may go into production soon.

BTG is looking for "forward looking manufacturers" for the next stage of the £400,000 development—to produce a commercial low cost speech recognition module.

The target price is less than £250, with the idea of encouraging wide use of the module with personal computers and computer controlled equipment. BTG is in London on 01-403 6666.

WORD PROCESSING and data manipulation software for technical and scientific work, developed by CTM Computertechnik Mueller in West Germany, includes mathematical and technical symbols and formulae, and the Greek alphabet.

Developed for CTM's minicomputer systems and workstations, the software, called Technoscript, recently became available in the UK. More on 0628 39946.

Krupp rollers save on energy

MINERAL GRINDING becomes 20 per cent less energy consuming using new designs of high pressure grinding rollers from Krupp of West Germany.

In ordinary tube mills, the work material experiences random compressive and shear loading which uses more energy than necessary because sometimes the forces are greater than they need to be. In the Krupp development one of the rollers is hydraulically positioned to suit the materials, minimising energy consumption. Krupp is in Essen on 188 2823.

DUST SENSING in semiconductor manufacture can be carried out with a unit available from Dage Intersem, of the UK.

The yield of all "chip" making processes is greatly influenced by particle contamination and its control. The WM-2 unit from Dage detects dust by collecting laser light that has been scattered by the particles. More on 0296 33200.

COMPACT DISKS using laser technology to record information, developed from the audio hi-fi systems, are again in the news following an agreement between the Dutch group Philips and Grolier Publishing in the US.

The systems called CD-ROM (compact disk read only memory) will be used by Grolier to publish its entire 20-volume Academic American Encylopedia on a handful of the 120 mm (4.72 inch) disks.

Philips will supply Grolier with the CM-100 drive, a controller card and the disks, while Activenture Corporation will supply search and retrieve software. The package is designed for use on the IBM personal computer and compatibles such as the Philips P3100.

Philips already has a supply agreement with Digital Equipment Corporation which in turn is co-operating with CAB International, an agricultural bureau, to supply farming data.

HIGH DEFINITION TV working at 2000 lines resolution and a picture frame rate of two per second has been introduced by Westinghouse Electric Corporation of the US (06284 75876).

Applications are expected where very clear, noise-free still pictures of accurate geometry are needed at rapid intervals, as in industrial inspection and medical imaging.

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RoyWest Trust Corporation (Cayman) Limited, the Stock Trustee of the Arana Hills Properties Stock Trust, has arranged for the preparation of an Information Booklet in order to furnish certain important information concerning the Debentures and the properties purchased and/or constructed with the proceeds from the sale thereof. This information should be helpful to Debentureholders who, between July 1, 1986 and August 1, 1986, may elect either to allow the Debentures to mature on October 1, 1986 or, subject to certain conditions, to extend their maturity to July 1, 2002 as Extended Term Debentures at an initial interest rate equal to 12.031 percent subject to certain conditions. The Information Booklet will be available to Debentureholders only, on request, on and after February 10, 1986 at the offices and addresses shown below. The Stock Trustee will issue a further letter to Debentureholders on or about May 19, 1986 which will also be so available.

INDENTURE TRUSTEE
The Royal Bank and Trust Company
Corporate Trust Department
68 William Street
New York, New York 10005

STOCK TRUSTEE
RoyWest Trust Corporation (Cayman) Limited
Royal Bank Building
Cardinal Avenue
Grand Cayman, B.W.I.

PAYING AGENT OFFICES

Morgan Guaranty Trust Company of New York
Corporate Trust Operations, 13th Floor
30 West Broadway
New York, New York 10015

Bank Generale Du Luxembourg S.A.
27 Avenue Monterrey
Luxembourg

Union Bank of Switzerland
Bahnhofstrasse 45
Zurich, Switzerland

Morgan Bank Nederland N.V.
Tesselschadestraat 12
1054 Et Amsterdam, The Netherlands

Morgan Guaranty Trust Company of New York
One Angel Court
London EC2R 7AE, England

Morgan Guaranty Trust Company of New York
35 Avenue Des Arts, B-1040
Brussels, Belgium

Morgan Guaranty Trust Company of New York
14, Place Vendome
75001 Paris, France

Morgan Guaranty Trust Company of New York
Mainzer Landstrasse 46
6000 Frankfurt AM Main, West Germany

DATED at Grand Cayman, B.W.I. this 27th day of January, 1986.

To the Holders of WARRANTS to subscribe for shares of common stock of

SUMITOMO REALTY & DEVELOPMENT CO., LTD.

(Issued in conjunction with an issue by Sumitomo Realty & Development Co., Ltd. (the "Company") of U.S.$100,000,000 5½% Guaranteed Bonds Due 1990)

NOTICE OF FREE DISTRIBUTION OF SHARES AND ADJUSTMENT OF SUBSCRIPTION PRICE

Pursuant to Clause 4(A) and (B) of the Instrument dated December 19, 1985 under which the above described Warrants were issued, you are hereby notified that a free distribution of Shares of our Company at the rate of 0.1 share for each 1 share held will be made to shareholders of record as of March 31, 1986.

As a result of such distribution, the Subscription Price at which Shares are issuable upon excercise of said Warrant will be adjusted pursuant to Condition 7 of the Warrants from 1009.00 Japanese Yen per share to 917.30 Japanese Yen per share effective April 1, 1986.

SUMITOMO REALTY & DEVELOPMENT CO., LTD.

Dated: March 17, 1986

NOTICE OF RESIGNATION OF TRUSTEE

Morgan Guaranty Trust Company of New York ("Morgan") hereby gives notice, pursuant to the provisions of the Indenture dated as of February 1, 1968, between Kaiser Aluminum & Chemical International Company (the "Company"), Kaiser Aluminum & Chemical Corporation, as Guarantor, and Morgan, as Trustee, under which the Company's 5% Subordinated Guaranteed Sinking Fund Debentures Due 1988 are outstanding, of its resignation as Trustee under said Indenture, effective as of the opening of business on March 7, 1986. Morgan will continue to act at the office or agency of the Company and the Guarantor in the Borough of Manhattan, The City of New York, where notices and demands to or upon the Company or the Guarantor in respect of the Debentures, the Guarantees and coupons or of the Indenture may be served, where the Debentures and coupons may be presented for payment and where Debentures may be presented for conversion, which office is presently located at 30 West Broadway, New York, New York 10015.

MORGAN GUARANTY TRUST COMPANY OF NEW YORK

NOTICE OF APPOINTMENT OF SUCCESSOR TRUSTEE

NOTICE IS HEREBY GIVEN that, effective as of the opening of business on March 7, 1986 Kaiser Aluminum & Chemical International Company (the "Company") has appointed United States Trust Company of New York (in place of Morgan Guaranty Trust Company of New York ("Morgan")) as successor Trustee under the Indenture referred to above relating to the Company's 5% Subordinated Guaranteed Sinking Fund Debentures Due 1988 and. United States Trust Company of New York has, effective as of the opening of business on March 7, 1986 duly accepted such appointment. The principal corporate trust office of the successor Trustee is located at 45 Wall Street, New York, New York 10005.

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Dated: March 17, 1986

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NOTICE TO HOLDERS OF

SUMITOMO CORPORATION
(Sumitomo Shoji Kabushiki Kaisha)

2¼ per cent. Convertible Bonds Due 1999

Pursuant to Clause 2(B) and (E) of the Trust Deed dated May 9, 1984 under which the above Bonds were issued and Condition 5(C)(iii) of the terms and conditions of the above Bonds, notice is hereby given as follows:

1. On February 25, 1986, the Board of Directors of the Company resolved to make a free distribution of shares of its Common Stock to shareholders of record as of March 31, 1986, at the rate of 0.1 new share for each share held.

2. Accordingly, the conversion price at which the above Bonds may be converted into shares of Common Stock of the Company will be adjusted effective as of April 1, 1986. The conversion price in effect prior to such adjustment is Yen 593.00 per share of Common Stock, and the adjusted conversion price is Yen 569.10 per share of Common Stock.

SUMITOMO CORPORATION
By: The Sumitomo Bank, Limited
as Principal Paying Agent

Dated: March 17, 1986

NOTICE TO HOLDERS OF

SUMITOMO CORPORATION
(Sumitomo Shoji Kabushiki Kaisha)

Warrants to subscribe for shares of Common Stock of Sumitomo Corporation issued in conjunction with the U.S. $129,000,000 4¾ per cent. Notes Due 1991

Pursuant to Clause 4(A) and (C) of the Instrument dated February 6, 1986 under which the above Warrants were issued and Condition 7 of the terms and conditions of the above Warrants, notice is hereby given as follows:

1. On February 25, 1986, the Board of Directors of the Company resolved to make a free distribution of shares of its Common Stock to shareholders of record as of March 31, 1986, at the rate of 0.1 new share for each share held.

2. Accordingly, the subscription price of the Warrants will be adjusted effective as of April 1, 1986. The subscription price in effect prior to such adjustment is Yen 788.00 per share of Common Stock, and the adjusted subscription price is Yen 716.00 per share of Common Stock.

SUMITOMO CORPORATION
By: The Bank of Tokyo Trust Company as Fiscal Agent

Dated: March 17, 1986

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NINA JASINSKI
on 01-248 8000 ext. 4611

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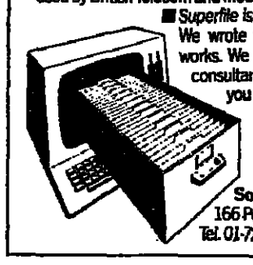

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NOTICE TO HOLDERS OF

KAO CORPORATION
(Kao Sekken Kabushiki Kaisha)

3 Per Cent. Convertible Bonds 2000

Pursuant to Clause 5(B) and (C) of the Trust Deed dated 12th March, 1985 under which the above Bonds were issued, notice is hereby given as follows:

1. On February 12, 1986 the Board of Directors of the Company resolved to make a free distribution of shares of its Common Stock to shareholders of record as of March 31, 1986 in Japan, at the rate of 1 new share for each 10 shares held.

2. Accordingly, the conversion price of the Bonds will be adjusted effective immediately after such record date. The conversion price in effect prior to such adjustment is Yen 782.70 per share of Common Stock and the adjusted conversion price is Yen 711.50 per share of Common Stock.

KAO CORPORATION
By: The Bank of Tokyo Trust Company as Trustee

Dated: March 17, 1986

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Government to stand by BA sale decision

BY PETER RIDDELL, POLITICAL EDITOR

THE GOVERNMENT has no intention of reversing last week's decision to postpone the privatisation of British Airways, despite the preparation of a management and employee buy-out scheme which will be put to the Prime Minister this afternoon by Lord King, the airline's chairman.

The meeting between Mrs Thatcher and Lord King – believed to be one of her most highly regarded businessmen – was arranged in the middle of last week when Mr Nicholas Ridley, the Transport Secretary, decided to delay BA's flotation because of difficulties over the British-US Bermuda Two agreement on North Atlantic traffic.

The BA management and Phillips & Drew, the stockbrokers, have been considering a possible sale in stages, to management and employees and to financial institutions. The urgency reflects the view that any longer delay might prevent privatisation because of the approach of a general election, and would also have a damaging impact on the morale of senior executives and staff.

The signs in Whitehall yesterday were that Lord King's advocacy would not win the day. Mr Ridley apparently feels that the objections which led to his decision against an early flotation apply as much, if not more, to a buy-out, given the considerable uncertainties at present and the possible exposure of employees' capital.

Mr Ridley's public position has been that the airline will be privatised before the next general election but only when the uncertainties have been resolved.

Lord King's heavy lobbying of MPs – most recently at a lunch for 145 of them at the Savoy hotel in London – has won him considerable support among the Tory backbench MPs who are critical of Mr Ridley. But other MPs dislike what they see as a heavy-handed approach, given Lord King's own high profile.

Mr Kenneth Warren, Tory chairman of the trade and industry committee of the House of Commons, yesterday urged the Government to get on with the privatisation of the airline since the general election was not that far away. Interviewed on BBC radio, Mr Warren said the Cabinet should review last week's decision. He claimed that a substantial number of Conservative backbenchers believed the time was right for privatisation.

Mr Martin Gibbs, head of corporate finance at Phillips & Drew, said the buy-out proposal was still in the planning stage and potential investors had not been approached. However, he was "pretty confident" the necessary funds could be raised.

Lord King is due to address City of London investors tonight.

Peter Riddell on the unmentioned issues at a Conservative meeting

Amnesia affects Tory faithful

IT WAS almost as if the Westland helicopter affair had never happened. Collective amnesia seemed to descend on the 500 senior Tory activists, constituency chairmen and area officials attending the meeting of the Conservative Central Council in Felixstowe, Suffolk, on Friday and Saturday.

Westland was not mentioned by any speaker, either from the platform or the floor, neither did the names Mr Leon Brittan nor Mr Michael Heseltine, the cabinet ministers who both resigned over the affair, pass anyone's lips.

Although they were both ministers as recently as January, they have become non-persons, unmentionable in party discussions like any victim of one of Stalin's purges.

Similarly, the arguments over BL, the state-owned vehicles company, and the possible sale of its subsidiary Land Rover, were only referred to briefly and in passing in one debate – to the evident relief of Mr Paul Channon, the Trade and Industry Secretary.

The representatives (never described as delegates) attending the central council are the establishment of the party, middle-aged, middle-class and instinctively loyal. There is the cosy atmosphere of a wedding reception with uncontested elections and lengthy votes of thanks.

Yet the absence of any mention at all of the traumas of January was remarkable even by Tory standards. Behind the scenes, however, there was some private nervousness.

The public tone was set by Mrs Margaret Thatcher's attack on "professional grumblers" and by the aggressive optimism of Mr Norman Tebbit, the party chairman. He appears increasingly as her *alter ego*, notably in repeated criticism of the television companies.

There was no hint of any softening in Mrs Thatcher's approach. At times she talked about both herself and the Government in the third person – bending and turning is "not this Government's style, nor this Prime Minister's." She spoke of "Leadership" – very much with a capital L – and talked of a crusade to secure popular capitalism.

The Prime Minister even referred, unusually, to "Thatcherism" in the light of reports that it had run its course and was on its way out.

"As an informed source close to Downing Street, I have to report that those reports are eyewash ... We're only just beginning," she said. "We've barely got past the stage of excavation, let alone of 'tropping out'."

In true nationalistic vein, Mrs Thatcher proclaimed the message "British is best" and, waving a bottle of what looked like Malvern water in the air, she said it was "humbug to complain about unemployment if you drink French mineral water and drive an imported car." Now, she claimed, people were "queuing up to obtain the new British cure."

Douglas Hurd: warmly received

All this naturally went down well with the council. Yet beneath the bland exterior there were the signs of nervousness. Both Mrs Thatcher and Mr Tebbit stressed the need for hard work in the three forthcoming parliamentary by-elections and the local elections on May 8. Indeed, the Prime Minister, a number of times, added to her prepared text references to letting people know of the Government's achievements and the need to redouble efforts to get the message across.

Like Mr Tebbit on Friday, Mr Kenneth Baker, the Environment Secretary, on Saturday devoted a large section of his speech to attacking the Liberals and the Social Democrats, now never referred to as the Alliance in Tory speeches.

Mr Baker criticised the record of hung county councils, where the parties have a share in power, for producing "higher spending, more staff, confusion and disagreement over policy."

This is likely to be a constant refrain over the next seven weeks, in part reflecting considerable Tory apprehension about possible Alliance gains in May. The leadership hopes that if the Social Democrats can be held to third place in the by-election in Fulham, West London, on April 10, then some of the momentum may be lost.

The other striking impression of the meeting was the warm reception given on Friday to Mr Douglas Hurd, the Home Secretary, for a measured speech on law and order. Neither the style nor the substance – "edging back crime in a calculated manner" – was designed to appease rank-and-file passions.

Mr Hurd has moved a long way from the (recent) days when he was seen as the cold, superior Foreign Office man; he even managed an impromptu joke on Friday.

Promotion for four officials in coal board shake-up plan

BY MAURICE SAMUELSON

MR PETER WALKER, the Energy Secretary, yesterday gave a vote of confidence to the full-time management of the National Coal Board by conferring full board-level status on four of its senior, long-serving officials.

Mr Michael Butler, the NCB's full-time finance director, Mr Malcolm Edwards, commercial director, Mr Ken Moses, technical director, and Mr John Northard, operations director, have each been appointed for a period of five years from April 1. It is understood that their salaries will be unchanged. All are in their early 50s except Mr Northard, who is 59.

Their promotions complete the restructuring of the board which Mr Walker started last October to ensure a smooth transfer of power when Mr Ian MacGregor, the chairman, will be succeeded by Sir Robert Haslam, who also succeeded him as chairman of British Steel.

A further significance of the move, which raises the number of NCB board members to a record 13, is that the industry's top policy-making echelon is no longer dominated by part-timers appointed from outside its ranks.

Mr Walker said the new members each had a lifetime's experience in the industry and together would bring "a wealth of managerial talent" to the board.

In a brief statement welcoming his new board colleagues, Mr MacGregor said they had played "a key role" in the industry's recovery from the mineworkers' strike but warned they were being promoted "at a particularly crucial stage – to continue the policies and ensure the viability of the industry."

Sir Robert will begin a six-month stint in harness with Mr MacGregor soon after the four men arrive on the board next month.

Sir Robert, deputy chairman, will also work closely with the other deputy chairman, Sir Kenneth Couzens, recruited to the coal industry last October.

Three of the new board members distinguished themselves in the NCB's year-long confrontation with the National Union of Mineworkers. Mr Moses and Mr Northard, as the directors of the NCB's North Derbyshire and Western areas respectively, were particularly successful in encouraging miners to defy their union by returning to work.

Mr Edwards, as marketing director, helped to ensure that coal from working collieries and from stockpiles reached customers.

Market for traded options to resume

BY ALEXANDER NICOLL

THE LONDON Stock Exchange's traded options market intends to open normally today after testing over the weekend the new computerised matching system which failed on Thursday. The failure prevented the market from opening on Friday.

Brokers with bargains struck on Thursday and still unprocessed were required to attend the exchange on Saturday morning. Apart from the usual small proportion of "out-trades" – deals for which two brokers' trading slips do not match – Thursday's business has now been cleared. This means traders will know their exact position and requirements to put up margin payments.

The matching system introduced on Thursday to cope with rising volume in the options market is to be used again today. It is designed to handle three times the recent peaks of over 30,000 contracts traded daily.

It is possible that Friday's closure will produce a surge in volume today, particularly as traders and investors attempt to position themselves ahead of Tuesday's budget. This may put renewed strain on the matching system, which consists of computer terminals on the exchange floor.

The exchange's difficulties in handling the increased volume have angered market participants and caused worries about its ability to cope with expanding securities business after October's Big Bang restructuring.

Options, introduced in London eight years ago, have only recently started to become an integral part of investor strategies. Amid the speculative takeover bid fever which has been gripping the stock market, options on shares such as Hanson Trust, Imperial Group and Lonrho have been particularly heavily traded, as well as options on the Financial Times-Stock Exchange 100 index.

Friday's closure could have exposed jobbers and investors to large potential losses. Investors have been mainly buying call options, entitling them to buy shares at pre-set exercise prices.

Lloyd's seeks to reach PCW affair settlement

BY JOHN MOORE, CITY CORRESPONDENT

THE AUTHORITIES of the Lloyd's of London insurance market are attempting to reach a settlement within its community of the controversial PCW affair, in which 1,525 underwriting members have been hit by a series of irregularities and up to £250m in underwriting losses.

Mr Peter Miller, Lloyd's chairman and other top market officials, are understood to have held talks with numerous brokers in the market in an effort to resolve the matter.

Lloyd's is attempting to persuade the brokers and other intermediaries that some contribution from their own funds is needed in order to meet the losses of the underwriting members.

Lloyd's and a range of brokers and intermediaries have been warned by a steering group of over 300 of the underwriting members facing the largest losses that legal action will be started against them unless a settlement is reached.

The underwriting members are seeking a contribution from Minet Holdings, the insurance broker which owned the PCW underwriting agency where the troubles took place, and other brokers who participated in a range of business transactions for former managers of the PCW underwriting agency.

The stricken underwriting members, many of whom face personal bankruptcy because of the losses, which they claim are directly linked to a series of previous irregularities, argue that they should be helped by Lloyd's to meet their liabilities.

The most discussed possible settlement involves a possible payment by Lloyd's itself, contributions from the brokers, and a participation by the 28,597 underwriting members who would pay for insurance cover to stop the losses rising further.

Cairo scheme 'could sustain 20,000 jobs'

BY JOAN GRAY, CONSTRUCTION CORRESPONDENT

WORK on the £2.5bn scheme to provide a new sewerage system for Cairo could sustain more than 20,000 jobs in the UK, mainly in areas of high unemployment, according to a report to be released today.

The Greater Cairo Wastewater Project is the world's largest public health engineering scheme. Its UK portion – providing new sewers and waste treatment plants for the city on the east bank of the Nile – is the largest current British construction project at home or overseas.

Work on the project, the report says, will lead to export orders for British manufactured goods worth more than £750m, with further exports of spares and services once the project is completed.

In a survey of contractors, subcontractors and suppliers, it found that 146 UK companies were already working on contracts connected with the wastewater scheme. Most of them were based in the high unemployment areas of the English Midlands and the north of England.

The report suggests that work for suppliers and subcontractors will sustain 9,500 jobs in the UK over the next five years. Work for the main construction contractors and consultants will sustain another 200 jobs in the UK and 520 for UK employees working in Egypt.

The Economic Benefits of the Greater Cairo Wastewater Project East Bank Scheme, £11.50, from British Wastewater, 14 Grosvenor Place, London SW1X 7HH.

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John Griffiths looks at GM's involvement with a specialist sports car company

Lotus constructs a new future

A RESTRUCTURED board of Group Lotus of the UK is being given two years by General Motors, the US multinational, in which to construct a new future for the sports car and engineering company.

GM, which now owns 66 per cent of Lotus and is seeking total control, is understood to be prepared to provide virtually unlimited financial backing for any board proposals, provided they are considered to be commercially realistic.

The groundwork is being laid for a substantial expansion of all Lotus' activities to include:

- The early replacement of all Lotus' current range of cars;
- Substantial revisions to the X100, model the "cheap" (£11,000-£13,000) Toyota-powered sports car, due to have been shown at this autumn's UK motor show and which was to have entered production early next year at Lotus' Hethel, Norfolk, headquarters. The revisions mean an unspecified delay in the introduction of the car;
- Expansion of production for the new car ranges. Output of 10,000 cars a year – perhaps more – at Hethel is now considered a possibility in the context of GM's financial backing;
- Engine production: Lotus has a high reputation for its engine technology. Its current models use a Lotus-developed Ford unit. It has built prototype engines of its own design, but previously has lacked the finance to put them into production. Now, it is understood, Lotus expects to design and build engines for use in both its own models and in General Motors cars;
- Further expansion of the research, development and engineering business it undertakes on contract for other manufacturers, both in and outside the motor industry.

Mr Robert Eaton, GM's executive vice president for advanced engineering, made clear at the announcement of the £22.7m ($33m) agreed bid for Lotus by GM in January, that GM would operate a strictly "hands-off" policy towards the UK group. GM would thus allow Lotus to develop its own future and preserve the confidentiality of its contracts with other manufacturers.

As part of a private understanding, however, the US multinational and Lotus' new board have agreed that GM can exercise a right to change the management at the end of the two-year period if it considers Lotus' progress unsatisfactory.

Blossoming with no financial frost

EVEN THE most hardy Group Lotus executives have been known to cringe at one of the media's most overworked headline: "Lotus blossoms."

It is not so much the pun which has set Mr Michael Kimberley, the chief executive and his colleagues' eyes rolling heavenwards. It is more that every time it has been trotted out in the 16 years since the Norfolk sports car and engineering concern went public, a financial frost has followed.

However, "if Lotus doesn't succeed now it will be because the board will have failed to deliver," says Mr Alan Curtis, Lotus's deputy chairman and former Aston Martin chief. He is expected to assume the vacant chairmanship under a board restructuring now going on as a result of Lotus ownership passing to General Motors of the US.

While Mr Curtis would not comment at the weekend on the board's changes or the details of the strategy for Lotus's future, he acknowledged that he expects the company's growth not to be constrained only by its abilities, not its finances.

At the same time he maintained that its development would be entirely in British hands. "The only GM directive to us has been to produce more cars, more technology and more profit. GM will give us finance and other support if asked, but no direction. It is entirely up to the board whose executive directors are all British and who will have no excuses. And as far as I'm concerned, nothing could be better."

The board's changes follow the departure of chairman Mr David Wickins, head of British Car Auctions and Mr Anthony Bamford of the JC Bamford Construction Equipment group. It was the sale of their combined 58 per cent holding in Lotus which has set GM on the road to full ownership.

Lotus Esprit turbo: in optimistic hands

It is expected that Mr Kimberley, who has steered Lotus around its various crises for many years, will remain as chief executive. Mr John Sandiford, another British board member, is expected to be finance director. The British troika will be backed by two appointees, as yet unnamed, who will have non-executive roles.

Currently Toyota, which retains a 21.48 per cent stake in Lotus, has one representative on the board. Toyota is the last major obstacle to GM obtaining 100 per cent control – no other individual shareholder has substantial equity – and has yet to indicate its willingness to accept GM's 129.5p a share offer.

However relations between Toyota – which signed a collaboration agreement with Lotus in 1980 – and the British board members have been strained recently for several reasons, of which the sale to GM was only the latest and largest.

It is now thought likely that Japan's largest vehicle maker will soon bow to the inevitable and dispose of its holding.

The prospect confronting Lotus under which, with GM's financial backing, it may become a closer rival to its much larger West German counterpart, Porsche, explains several developments which have puzzled motor industry observers.

In November, Mr Kimberley indicated that Lotus could be creating 1,700 more jobs within five years. At that time it employed only 650. He said the extra jobs would come from expanding further its contract engineering activities for other manufacturers and production of the new X100 sports car at a rate of 3,000 units a year. This is more than triple the annual output of its present cars.

Yet up to that point the company had never fully explained how it was funding the £7m plus costs of the X100. And Mr Kimberley also said Lotus might have to build it elsewhere than in Norfolk to take advantage of any grant aid schemes. This appeared odd for a project supposedly only 12 months from production.

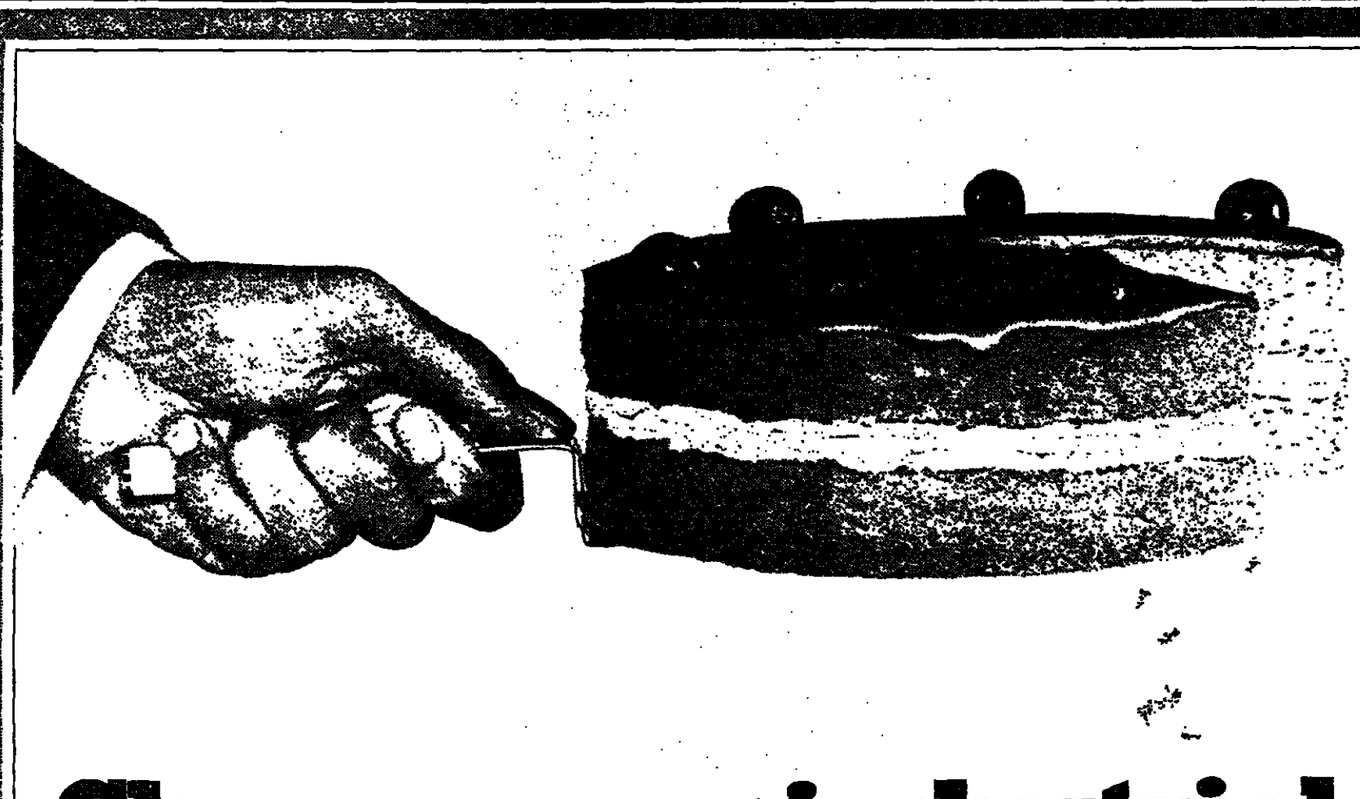
The explanation, it seems, is that near the end of last year Mr Wickins and Mr Bamford had already concluded that, having put Lotus back on its financial feet – it made a £325,000 pre-tax profit in the first half of the current financial year after £458,000 for all of the 1984 financial year – they needed to attract much more substantial resources than they could provide if Lotus was to realise its potential.

A number of British interests were approached on the basis that Lotus really was capable of fulfilling the future set out by Mr Kimberley. These, however, were without result.

But GM and Chrysler were already Lotus's largest customers for research and development. And it was felt that either, if they would provide firm guarantees of Lotus's independence, could provide the answer. So it proved. Chrysler declined. But subsequent negotiations leading to GM's £22.7m agreed bid lasted two months and unlike GM's more controversial planned acquisition of Land Rover and Leyland Trucks were kept secret almost to the day of its announcement.

Some scepticism is still being aired about whether Lotus can retain its independence and in particular whether rival manufacturers would shy away from using it for engineering if wholly owned by GM. The issue was considered sufficiently serious for GM to provide written guarantees of independence from the highest board level well in advance of the deal.

As a result, said Mr Kimberley, no existing clients have expressed a wish to withdraw and the number of inquiries is increasing.



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UK NEWS

Stakes in British Gas may be held to 15%

BY DOMINIC LAWSON

NO SINGLE shareholder will be allowed to hold more than 15 per cent of the equity of the British Gas Corporation after it is privatised, according to a draft of the articles of association of British Gas Plc.

This represents the Government's attempt to prevent British Gas from falling under the control or influence of foreign companies, particularly oil groups.

The articles also provide for a special "golden" share, which the Government will use only to ensure that the article limiting shareholdings to 15 per cent is not removed.

In the recent privatisation of Enterprise Oil, the former oil production arm of British Gas, the Government gave itself a golden share to prevent an unwanted takeover but made no specific limit on shareholdings. The result was that Rio Tinto Zinc subscribed for 49 per cent of the Enterprise share offer, to the considerable embarrassment of the Government.

If any company acquires more than 15 per cent of British Gas's equity, then the directors of British Gas can compulsorily acquire the voting rights of the shares in question and sell in the market that part of the shareholding over the 15 per cent limit.

British Gas had wanted the limit on individual shareholdings to be lower than 15 per cent. It feared that a number of major oil companies, such as Shell, BP and Exxon, which all have large shares in other European gas utilities, could each take 15 per cent and gain effective control over British Gas.

The draft articles make clear that parties found to be acting in concert would see their individual shareholdings counted as one under the 15 per cent rule.

As a further safeguard of the company's independence, the articles provide that out of a minimum of four executive directors of the new company, no fewer than three – the chairman, the chief executive and another director – will not be required to submit themselves for re-election by an annual vote of shareholders.

A draft of the memorandum of association of British Gas Plc makes clear the freedom which is being given to British Gas to diversify into other forms of energy once it is in the private sector. The fourth paragraph of the memorandum says that the "company's objects are to carry on all the businesses of ... natural and other gases, petroleum and other hydrocarbons, coal and other minerals, chemicals ... and electricity."

The listing of electricity as an objective of the new company is likely to infuriate the Electricity Council, which has already expressed concern over the relatively minor point that British Gas Plc might sell electrical appliances through its showrooms. It will be even more concerned if British Gas is being encouraged to break into the main markets of an electricity industry still confined by Whitehall, with no access to funds from the private sector.

The National Gas Consumers' Council yesterday described the proposed authorisation for a privatised British Gas as "vague and inadequate." The authorisation is British Gas's licence to supply and lays down in detail what the company can and cannot do after privatisation. Unlike the Gas Bill, it is not subject to debate in parliament.

The NGCC is urging the Government to strengthen the authorisation control over British Gas's future activities in a number of areas, including disconnections, standards of service, special services for the disabled and elderly and energy efficiency.

CBI sees shift in Labour's attitude towards industrial law

BY HAZEL DUFFY

THE CONFEDERATION of British Industry, the employers group, believes there has been a perceptible shift in attitudes by the Trades Union Congress (TUC) and the Labour Party on the role of the law in industrial relations.

Commenting today in its Employment Affairs report, ahead of the conference to be held by the TUC on Wednesday on industrial relations legislation, the CBI says: "In discussing positive rights, both the Labour Party and the TUC have explicitly recognised that trade union members' attitudes to industrial relations law are largely positive. Both recognise that there is now an expectation that ballots will be held before strikes."

The dispute at Wapping, London, where Mr Rupert Murdoch, chairman of News International, has sacked several thousand printers who went on strike, has proved to be a catalyst for a renewed debate on whether or not industrial relations law should be framed in terms of positive rights.

It believes that Wapping has also confirmed the role of the law on the regulation of picketing, enshrined in the 1980 Employment Act. No matter how well intentioned a trade union might be – and the "sincerity and moderation of the Sogat '82 leadership" seems not to be in doubt – "if mass picketing takes place it is impossible to guarantee that violence and intimidation will not result." Sogat '82 is the biggest print union.

The CBI is cautious about whether or not further trade union legislation is needed. While not rejecting that "sensible changes" might be achieved through legislation, it admits that there is not much enthusiasm among many of its members who prefer, for the moment, to digest the results of recent legislation.

This was reflected in the voting down of a resolution proposing more laws which was put to the last annual CBI conference in Harrogate.

The TUC conference this week is part of the consultative process aimed at drawing up a policy on industrial relations legislation in place of the present laws which are regarded as restrictive by the trade unions. The issue will be debated at the TUC's autumn congress.

London's tallest offices planned

By Michael Cassell, Property Correspondent

PLANS to develop London's tallest office tower, on the eastern edge of the City, have been submitted to the borough of Tower Hamlets. The development, which could cost up to £250m, would rise to 850ft, overshadowing every other building in the City.

There is provision for 1.4m sq ft of floorspace on sixty floors. The top of the glass-clad building would house an atrium and restaurant and there would be shopping facilities and exhibition space in the lower part of the tower.

The proposals, drawn up by Ian Ritchie Architects, involve a 4.6 acre site close to Whitechapel Art Gallery, just beyond the City of London boundary. The project is being devised on behalf of Roy Manufacturing, a textile and fashion company run by Mr Roy Sandhu and located on part of the site.

No funding details have been disclosed but a spokesman for Roy Manufacturing said that finance is "already assured". The scheme would take about five years to complete, once planning permission was obtained. The developers are offering Tower Hamlets around £21m of amenities, including new and refurbished housing and open spaces.

Tower Hamlets is Labour controlled but has been generally supportive of new office development, anxious to benefit from the demand for accomodation which has spilled over from the City. The outline planning application was submitted last month.

The proposals come at a time when plans to build up to 10m sq ft of office space have already been put forward for Canary Wharf in nearby Docklands. Until recently, suggestions for office development to the east of the City have rarely materialised, but the need to provide the type of office accommodation demanded by the financial services sector has increased the likelihood that some development will take place.

● Only one new hotel was being built in central London during the second half of last year, the English Tourist Board reveals in its latest survey, and blames restrictive planning policies.

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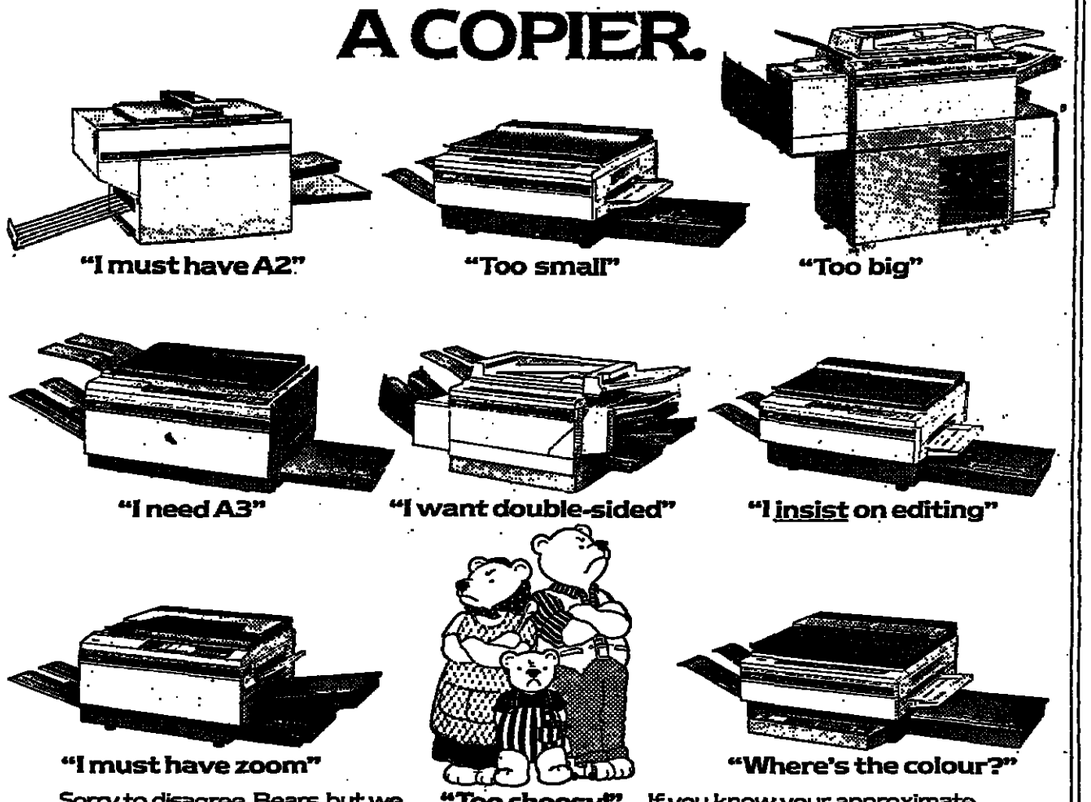

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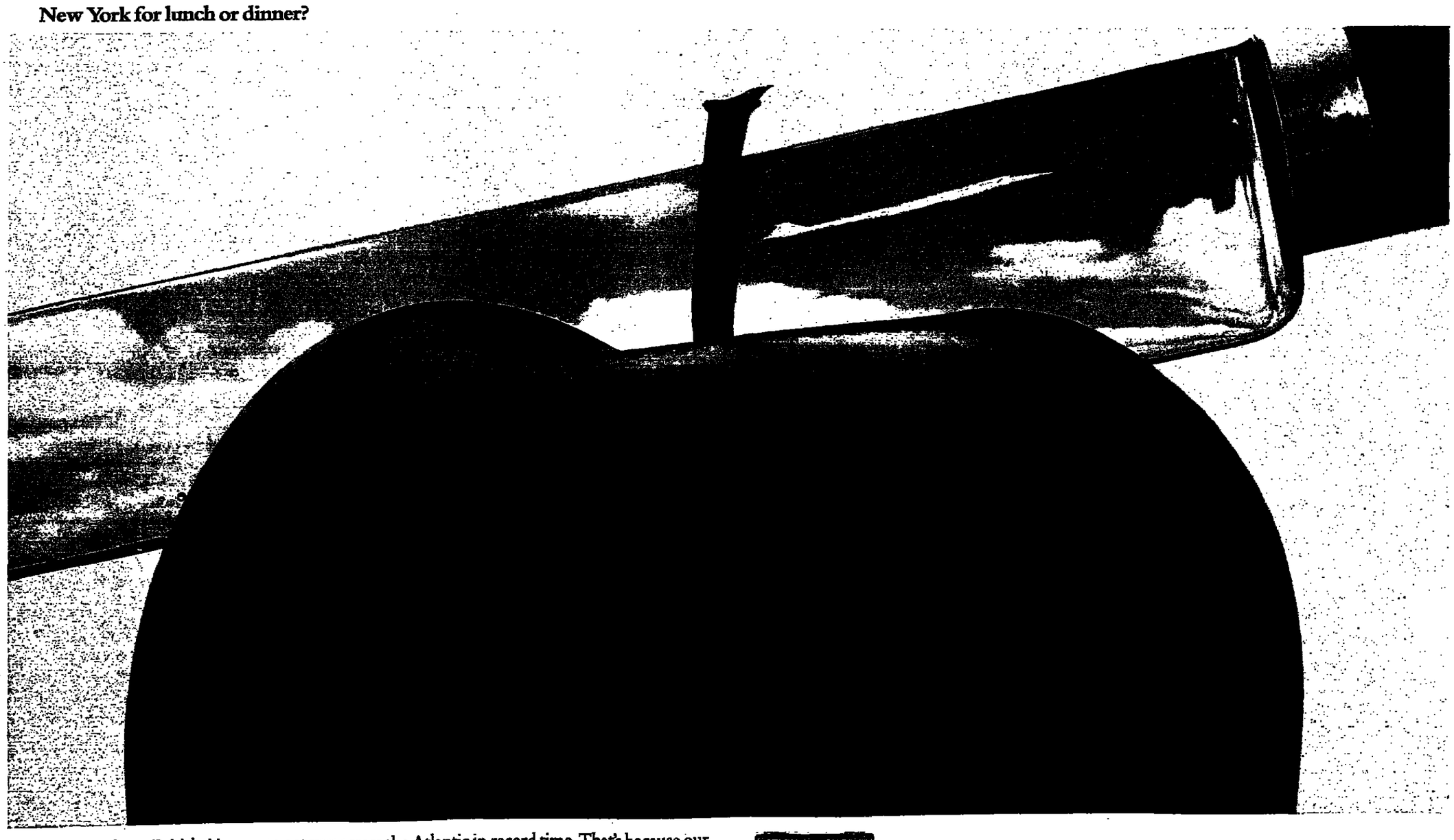
New York for lunch or dinner?



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Belfast's battle for jobs

Harland and Wolff and Short Bros, the biggest employers in Northern Ireland, are fighting for vital orders against a background of political turmoil, reports our Belfast correspondent.

THOUSANDS of jobs are at stake in Northern Ireland's two largest employers, Harland and Wolff Shipyard and Short Bros aerospace company. Both are fighting for vital orders amid political turmoil which has involved their workers and attracted international interest.

The state-owned shipyard, especially, is worried about the effect of the recent political strike by Ulster loyalists. By the end of the month the Ministry of Defence will decide whether Belfast or Swan Hunter on the Tyne, north-east England, is to build the first pair of six fleet replenishment ships known as AORs (auxiliary oiler replenishment vessels) for the Royal Navy, a contract worth more than £200m.

Mr John Parker, Harland and Wolff's chairman, believes he can beat Swan Hunter on technical and commercial grounds in this competitive tender. His fear is that the loyalists' "day of action" will distort the perception of his company's industrial relations record.

He said: "We totally condemned the call for a political strike. We don't want any stain on our record because we know it is unmatched by any of our competitors in UK shipbuilding."

The strike, on March 3, was the first full day's lost production across the labour force since the Ulster workers' strike in May 1974.

"During the past 10 years we have lost only 0.15 per cent of our man hours through any form of dispute," he said. "How many UK yards can guarantee industrial relations stability like that? Our rivals, Swan Hunter, had an eight-week stoppage last autumn."

Mr Parker's case is helped by a current pay dispute in the Tyneside yard which has led to a half-day strike and an overtime ban.

The future of Harland and Wolff depends heavily on winning the navy order. Not only is it crucial to the policy of broadening the company's product range, but without the work, the 5,000 labour force would face a savage reduction from 1987. The six AORs would occupy 2,000 employees for about four years.

It is also important for the wider Northern Ireland economy. The shipyard gives business to 150 local firms. It employs 5.5 per cent of the manufacturing workforce, a percentage equivalent to twice the number employed in British Steel and British Leyland on the UK mainland.

Harland and Wolff believes the strength of its bid is that it comes from a consortium with a wide geographic spread in the UK. About 70 per cent of the value lies with private sector associates and suppliers in Britain.

The consortium includes Yarrow Shipbuilders of Glasgow which, like Swan Hunter, was recently privatised. Yarrow was chosen for its experience in Type 23 frigate weapon systems, similar to those specified for the AORs.

The group is joined by Yard, also of Glasgow, which is Britain's leading warship design consultant, and by Racal Marine of New Malden, London, which is working with Yarrow on the weapons systems.

Mr Parker resents accusations that he can offer a lower price because of a government subsidy. On the contrary, he says, his bid was subject to a government-sponsored audit to ensure it was fully profitable.

Ulster Unionist opposition to the Anglo-Irish agreement has also meant that Harland and Wolff has had to lobby at Westminster without the support of local MPs, who are largely absent from the House of Commons.

Next door to the shipyard, in the predominantly protestant East Belfast, Short Bros has warned that a significant decline in productivity threatens the future of a sizeable but unspecified section of its 6,500 labour force.

The company finds it difficult to pinpoint the exact causes of the decline but puts some of the blame on external issues which are causing unrest among workers, including "political change" and the sectarian sniping that accompanies its efforts to ensure fair employment opportunities for Catholics.

Sir Philip Foreman, the chairman, says the company is not moving fast enough to keep pace with a batch of new competitors which have moved into the market in which the company sells 33 and 36-seat commuter aircraft.

Shorts has had one of its best years for aircraft sales but activity will decrease after the recent completion of 18 aircraft for the US Air Force.

House prices go against the trend as inflation lessens

BY FIONA THOMPSON

THE AVERAGE price of a cup of tea, a standard haircut and 100 aspirins, has quadrupled in the past 10 years while the cost of a 22-inch colour television set has dropped by £2.

The money needed to buy a three bedroom semi-detached house and a Rover 3,500 car has tripled and a game of Monopoly or a kipper is double the 1976 rate. Against this, average weekly earnings have risen threefold from £54 in 1975 to £171 last year.

Reward Regional Surveys, in its cost of Living Report, published today says the news is good on the inflation front. From field research carried out in late January, the report says shop prices have increased in the last six months by only 1.7 per cent, giving an annual rise of 5 per cent – unchanged from the January 1985 figure.

The annual rate in April will be close to 4 per cent, the report predicts, and by mid-summer should be around 3.7 per cent, provided tomorrow's budget does not raise indirect taxes any more than last year.

Going against the trend are house prices which show an annual rise of 10.3 per cent. The national average for a three bedroom semi detached is £35,900.

The figure for the South East is £46,375, a 15 per cent increase on a year ago, highlighting the wedge that soaring house prices in the South East are driving between it and the rest of the country and the problem facing companies wishing to relocate employees to the South East and London.

The three bedroom semi-detached house that cost £26,700 in the East Midlands, a rise of 7 per cent, jumps to £53,425 in the Greater London area, up 16 per cent.

For a four bedroom detached house the differences are even more marked. In the East Midlands the cost is £49,000, a rise of just 4 per cent on a year ago, compared with the figure for the South East of £74,525 (up 15 per cent) and the Greater London rate of £97,325, an annual increase of 19 per cent.

The cost of living, including housing costs, is rising fastest in the South East (11 per cent) followed by Wales and the South West, (8 per cent, and the West Midlands and Yorkshire/Humberside (7 per cent).

Cost of Living Report, Regional Comparisons, March 1986. Available from Reward Regional Surveys, Reward House, 1 Mill Street, Stone, Staffs, ST15 8BA £40.

Sunday trade 'needs 350,000 workers'

By Walter Ellis

THE number of people working on Sundays will rise by 4 per cent if the Shops Bill becomes law, according to estimates by the independent Family Policy Studies Centre (FPSC).

At present, 8.6m people work on Sundays in all sectors. The FPSC argues that, if half the shops in the UK were to open on Sundays – the probable proportion for which it would be profitable if wages were at the usual rate of double-time – a further 350,000 workers would be needed.

At least 156,000 married women would be involved, 94,300 of whom have children under the age of 16.

Mr Malcom Wicks, director of the centre, writes in a paper published today: "The family Sunday might never be the same again for one child in 25. Almost a quarter of a million children would have a mother or father at work in a shop."

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See the substance behind the symbol

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ERICSSON

ARE YOU AT RISK FROM AIDS?

AIDS is a serious disease. Not all the information available has been entirely accurate, so many people are confused about who is at risk, how the disease is spread and how dangerous it is.

To explain the facts entirely, it is necessary to describe certain sexual practices. These may shock but should not offend you as we are talking about an urgent medical problem.

Please read this carefully. It is up-to-date and authoritative. It is only by knowing the true facts about AIDS that we can hope to control the spread of this disease. This requires an effort by all of us.

DR. DONALD ACHESON — DR. G. CROMPTON

DR. IAIN S. MACDONALD — DR. R. J. WEIR

CHIEF MEDICAL OFFICERS TO THE HEALTH DEPARTMENTS OF THE UNITED KINGDOM

WHAT IS AIDS?

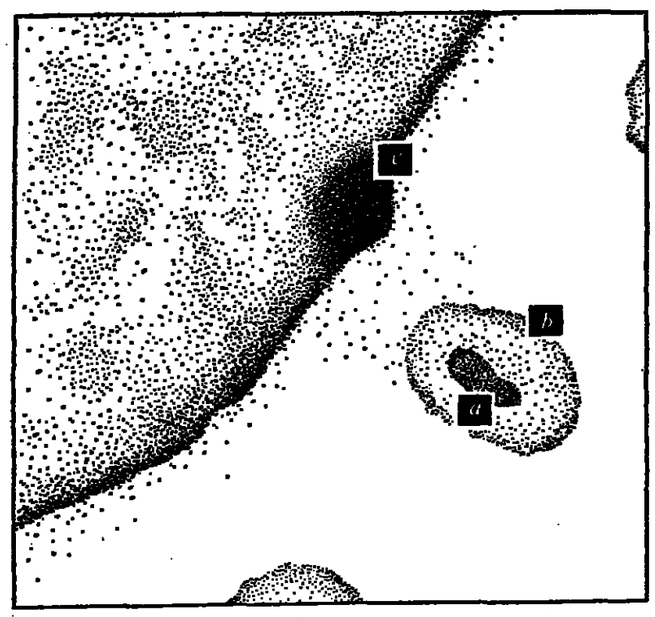
AIDS stands for Acquired Immune Deficiency Syndrome.

It is caused by a virus that attacks the body's natural defence system.

This is why some people who have the virus can fall prey to infections and other illnesses which rarely trouble healthy people.

Not everyone who carries the virus develops AIDS. But, anyone who has the virus can pass it on.

At present there is neither a vaccine to prevent people catching the virus nor a cure for those who develop AIDS.



a. AIDS nucleoid containing the biological message to cause damage. b. Lipid membrane (very fragile). Packages virus and allows movement between cells. c. T helper cell/white cell.

IS AIDS SPREAD THROUGH NORMAL CONTACT WITH OTHER PEOPLE?

AIDS is caused by a virus which is spread by having sex with an infected person or by injection of contaminated blood.

So normal social contact with a person who carries the virus such as shaking hands, hugging and social kissing carries no risk. Nor does being at school or at work with infected people.

DOES AIDS ONLY AFFECT HOMOSEXUALS?

NO.

IS AIDS SPREAD BY OBJECTS TOUCHED BY INFECTED PEOPLE?

No-one has ever become infected from toilet seats, door knobs, clothes, towels, swimming pools, food, cups, cutlery or glasses.

ARE BLOOD TRANSFUSIONS SAFE?

Before the virus was discovered, there was a very small risk from blood transfusions. Now all blood donations are screened for the infection. Any blood found to be infected is rejected.

The process of giving blood is not and never has been risky. All the equipment at blood donation centres is sterile and used once only.

HOW IS AIDS SPREAD?

In two ways.

- The virus spreads mostly through sexual intercourse with an infected person.
- It is also spread if an infected person's blood gets into someone else's blood. The major risk of this happening is to drug users who share needles or other equipment.
- Babies of infected mothers are also at risk, in the womb, during birth, or from breast milk.

HOW DO YOU KNOW IF YOU ARE AT RISK?

Injecting drug users are at risk if they share needles or other equipment. By far the best solution is not to inject at all. Those who persist, should not share equipment.

However, the major risk of infection is through sex.

The more sexual partners someone has the more likely they are to have sex with an infected person.

Cutting down on casual relationships cuts down the risk.

The next line of defence is to know what is safe sexual practice and what is not.

WHAT IS SAFE SEX?

- Any sex between two people who are uninfected is completely safe.
- Hugging, squeezing and feeling are all safe with anyone.

WHAT IS RISKY SEX?

- Sexual intercourse with an infected person is risky.
- Using a sheath reduces the risk of AIDS and other diseases.
- Rectal sex involves the highest risk **and should be avoided.**
- Any act that damages the penis, vagina, anus or mouth is dangerous, particularly if it causes bleeding.
- Intimate kissing with an infected person may be risky.

WHAT OF THE FUTURE?

Doctors and scientists around the world are searching urgently for a vaccine or cure.

No-one can predict when this might be found, but it is almost certain it will take some time yet.

But AIDS can be controlled by reducing the spread of infection.

These facts show how it can be done.

MORE INFORMATION

For the booklet on AIDS, containing more detailed information and advice, write to Dept A, P.O. Box 100, Milton Keynes MK1 1TX.

Or call in strict confidence

THE HEALTHLINE TELEPHONE SERVICE:
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0345 581151.

If you are calling from outside London, use the 0345 number and you will be charged at local rates.

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THE WEEK IN THE COURTS

The politics of shock-horror in criminal justice and punishment

SOME worrying aspects associated with the prosecution and sentencing of rape offenders were pinpointed this week and it is appropriate to ask what the public expectation is of the measures taken by government, parliament and the courts to control crime.

It is frequently asserted that *criminal justice and penal* policy, including the sentences *passed by the criminal courts,* reflect what the public wants and what the *public is entitled* to expect. If at any time they *do not reflect public demands,* then so it is argued, adjust*ments have to be made to bring* policy and practice into line *with public opinion.*

In a period when law and *order has become politically* partisan—as it has been since 1979 when consensus over criminal justice was deliberately abandoned—there are grounds for thinking that government may be responding, at least outwardly and cosmetically, to the contemporary dictates of public opinion as it is being portrayed in the mass media.

Criminal justice policy and its implementation has not been primarily influenced by public attitudes, always assuming, of course, that policy-makers are able accurately to measure public attitudes. While public opinion cannot, and never has been ignored, it has never been systematically elicited; it has not been constantly monitored; and, to the extent that it has been taken into account, it has been given effect to in no consistent manner.

The plain fact is that it has been political *perceptions* of the public mood in relation to crime and punishment that have exerted a far greater influence on policy than public opinion itself.

Little is known about the public attitude to crime and the treatment of offenders. The perceived public opinion is, however, not matched by the actual public opinion. Speaking generally, the average, tolerant citizen is much less punitive than some parts of the press and some politicians would have us believe. Pronouncements on the subject of public opinion are in fact unsupported by any reliable evidence.

In recent years there have been three studies relevant to the issue of public attitudes to crime—a Home Office study in the mid-60s (published only in 1975) and the British Crime Surveys of 1982 and 1984

The Home Office study included a poll on the causes of crime, ways of reducing crime, the relative seriousness of various offences, sentencing policy, the characteristics of habitual offenders, the courts, prisons and prisoners, self-reported crime and victims of crime.

Respondents were asked which of seven statements they *thought described the main* purposes of sentencing. More than 90 per cent of the sample chose four statements: to make the criminal pay what he could afford for any loss of property or damage he had caused; to make him pay what he could for the suffering or loss of earnings he had caused as a result of injuring people; to put offenders off committing crimes again, and to reform offenders ("make them go straight") by helping them and teaching them how to lead an honest life.

The Government is clearly stepping back from measures contemplated earlier

The remaining three statements, which approximated to the notions of deterrence, retribution and loss of liberty, were much less frequently cited, and were rejected outright by up to 20 per cent of the sample.

The Home Office Crime Survey of 1982 included a limited number of questions detailing the attitudes of victims of crime towards the sentencing of offenders. The authors wrote: "Criminal justice policy might also take account of the fact that people are less punitive towards law-breakers than is usually imagined. Asked how 'their' offenders should be treated, victims showed awareness of, and support for, court sentences involving community service and compensation, and frequently favoured informal warnings and reparation."

The more recent study, *Taking Account of Crime: Key Findings from the 1984 British Crime Survey,* concluded: "Neither the attitudes of victims towards punishment nor those of the general public suggested that current sentencing practice is out of step with public opinion.

"People supported a variety of alternatives to custodial sentences for non-violent offenders, including community service and the payment of compensation."

The survey further suggested that people were ill-informed about sentencing practice, most of the sample, for example, underestimating the proportion of convicted adult burglars sent to prison.

Seen against this background, the proposals contained in the Government's white paper for a forthcoming Criminal Justice Bill are for the most part the product of rational thinking and sensible practical provisions, *while not being insensitive to* perceived public demands.

Two examples suffice. In the Prosecution of Offences Bill (*which became an act in 1985*) the Government included a proposal for the review by the Court of Appeal of lenient sentences. That fell foul of opinion in the House of Lords and was dropped from the legislation. The original proposal did not envisage any power to alter upwards the length of any inadequate sentence, but provided merely an opportunity for the appeal judges to declare the inadequacy of a sentence.

In the recent white paper, the Government considered going further, by conferring additionally on the Court of Appeal the power to increase the sentence passed in a particular case referred to it by the Attorney-General. In the event the Government has preferred a *milder option of giving statutory* form to the Judicial Studies *Board's function of publishing* the Court of Appeal's sentencing *guidelines and arranging for it* to do so in a more coherent and accesible form.

The second example centres on a proposal by the Government of a primarily punitive, semi-custodial sentence, involving detention for only part of the day or part of the week, as a further alternative to full custody.

Informed opinion expressed the view that such intermittent *or weekend* imprisonment was more likely to replace non-custodial *measures* rather than full custody, and thus add to and not subtract *from,* the numbers of persons sent to prison. The Government has *abandoned* the idea.

The Drug *Trafficking Offences* Bill, now before parliament, seeks to enact a *widespread* view that the law must do a great deal more to recover the profits of crime. The bill, whose provisions may be extended *in* future legislation beyond drug-dealing to other areas of criminal activity, has some worrying features in it that go way beyond what was recommended by a broadly-based, independent committee under the chairmanship of Mr Justice Hodgson.

The bill was described in this column a few months ago as "fearsome" in some of its provisions. On second reading of the bill in January Mr David Mellor, the junior minister at the Home Office, discounted this columnist's strictures of the legislation, but in doing so misquoted, by referring to the author's description of the bill as "ferocious."

The average citizen is far less punitive than some papers lead us to believe

The bill, which comes to the House of Lords on Wednesday, is at present unacceptably appalling in parts.

Mr Douglas Hurd, the Home Secretary, is clearly stepping back from the more punitive measures that his predecessor had been contemplating.

His approach to opposition to the Drug Trafficking Offences *Bill, and its implications for* future legislation to make *offenders disgorge the ill-gotten* gains of crime, will be the test of whether there is to be a return to a consensus in *criminal justice policy,* or whether the issue of law and order *is to remain high on the* agenda of party politics.

Justinian

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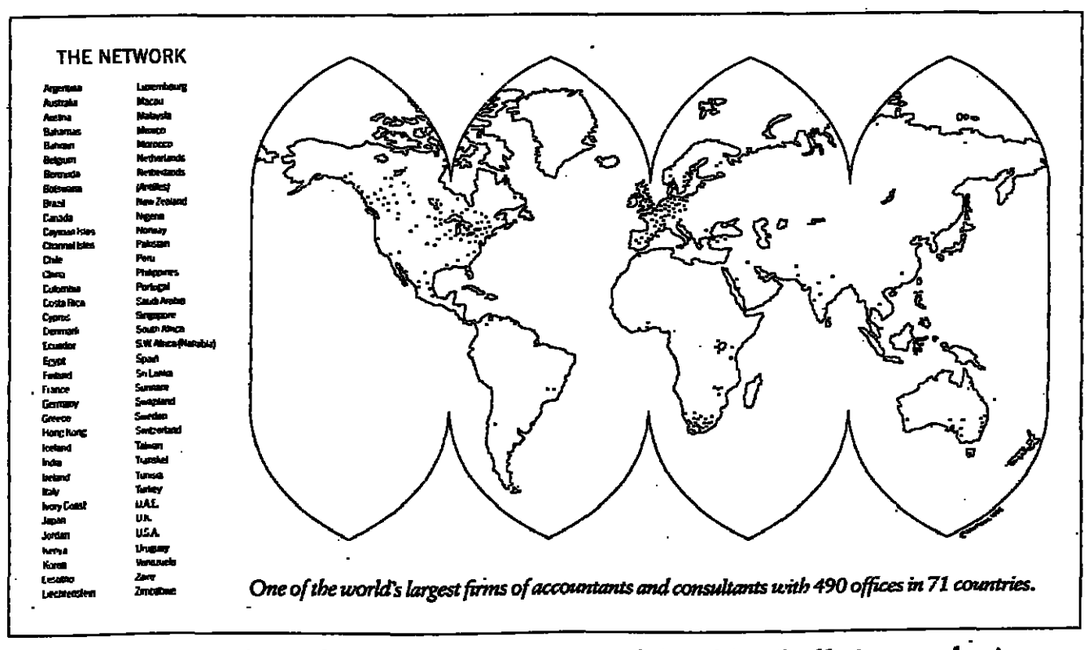

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Alfa Romeo takes the 'Tramontana cure'

Alan Friedman on the Italian motor group's survival strategy

THE NEXT few days could be crucial for the future of Alfa Romeo, the Italian state-owned car maker which is Italy's second largest after Fiat. The reason is that the troubled Alfa is waiting to see how trade unions respond to a request from Guiseppe Tramontana, the newly appointed Alfa managing director, for 980 blue-collar and 860 white-collar redundancies—immediately.

This move forms part of a radical plan to resurrect the troubled car maker — a plan which envisages a much more efficient use of production capacity, linkages with other manufacturers around the world, and a bold marketing programme.

Tramontana's proposals to the unions are not the way things are normally done in Italian industry, but then he is a most unusual manager and Alfa Romeo, despite the lustre attached to its name, is in grave crisis. How else would you describe a company with a negative net worth which last year suffered a more than doubled loss of L240bn ($152m); the 13th year of consecutive losses which, since 1973, total L1,244bn ($807m); a company which last year was able to utilise only 36.7 per cent of its productive capacity of 430,000 cars a year; which employed only 24,000 of the 33,834 workers on its books; and which has a global indebtedness of L1,280bn ($831m)?

Things are bad indeed at Alfa Romeo, which is controlled by the IRI state holding group. Its joint venture with Nissan of Japan to produce the downmarket Arna model has proved a failure. Its loss-making UK operation is being transferred largely to TKM, the international trading group. Heavy losses in South Africa led last autumn to a pull out from that market. At home in Italy Alfa's share last year slipped from 7.3 to 6.5 per cent of the market, falling from fourth to sixth place after Fiat, Renault, Lancia, Volkswagen and Peugeot-Citroen. Sales outside of Italy slumped to the lowest level since 1973, declining by 22 per cent in one year.

As for the management of Alfa Romeo, it simply had no managing director for eight months last year and in financial and industrial terms it is a mess. That is why Professor Romano Prodi, the London School of Economics-educated chairman of IRI, chose Tramontana to take on the challenge at Alfa, a challenge which Lee Iacocca of Chrysler said would take five years of hard labour to meet.

Tramontana is the 46-year-old ex-chief from Montefibre, the Montedison man-made fibres subsidiary which he turned around in five years. He is undoubtedly one of Italy's toughest managers and fortunately is more interested in being a company doctor than in the quagmire of politicking which is all too frequent in Italian state industry.

Salvation

Tramontana faces the challenge of his life at Alfa, and has been working non-stop since his appointment five months ago to prepare a radical strategy for the salvation and re-launch of the company. It is a five-year plan which touches on every area of the group—from senior management to manual labour, from sales and advertising to sub-contracting and material acquisitions and to the need for international joint ventures which can make use of part of the 63.3 per cent of Alfa manufacturing capacity which today lies dormant.

Even if the plan is made to work (which depends on numerous uncertainties including the co-operation of hostile trade unions), the Alfa Romeo group would still, under the best of assumptions, be losing L50bn to L100bn a year by 1988-89. With every possible measure succeeding, Alfa would still not be out of financial danger before 1990.

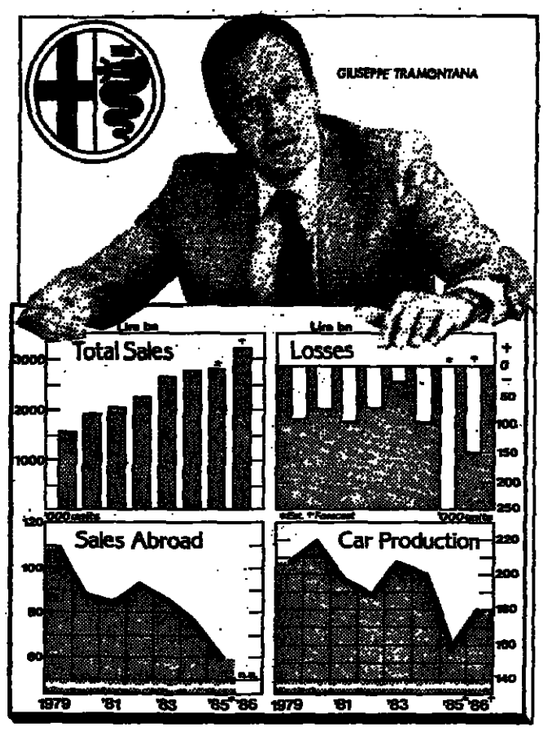
The strategy for an Alfa revival, which in Italy is being called the "Tramontana Cure," has begun at the upper reaches of the company's management and thus can be considered a "top-down" approach. At the start of this year Tramontana saw to it that more than 70 of the group's 400 senior executives left. It would be impolite to say they were sacked. But that is the net result. More heads, about a dozen, are expected to roll shortly.

Part of the reason for the management purge was that Italian state industry is awash with executives who have secured their appointment because of their political party affiliation, regardless of capability.

What is the "Tramontana cure" for Alfa? Following the top-level stage, already implemented, the initial phase would run something like this:

- Reduce duplication among administrative white-collar employees by placing 860 on state-subsidised lay-off.
- Reduce duplication between the Naples and Milan factories by placing 980 manual labourers on state lay-off. Later this year up to 500 workers would be rehired in different parts of the factory to achieve better efficiency.
- Cut through layers of bureaucracy in the purchase of materials from suppliers and throw open to free market competition both advertising contracts and sub-contracting orders.
- Declare the Nissan-Alfa Arna a failure (sales were so poor that initial production of 31,066 cars in 1984 was last year cut to 10,635) and use Arna capacity for a new Alfa-Nissan four-wheel drive cross-country vehicle instead. The failure resulted from Alfa not being geared to go down market, not having, for example, a cost structure to produce a car like the Arna.
- Destock in a hurry via special promotions (there are 7,000 cars in Alfa warehouses remaining to be moved).
- Introduce variations on models such as turbo engines or diesels which do not require large new capital investments.
- Lay the groundwork for the introduction of more factory automation, especially via flexible manufacturing systems (FMS).
- Step up marketing and advertising in Italy, the rest of Europe and the United States. Budget for a production and sales increase of 10 to 15 per cent over the next three years. The idea is to aim for a truly upmarket clientele.

These are the steps on which Tramontana appears to be concentrating in the next three to six months. Then comes the hard part. Break-even for Alfa would mean not only reaching an in-house production of around 240,000, but would also require a series of joint ventures which would add at least another 100,000 high profit margin quality cars. Last year's production was 157,600. That means either shutting down one of Alfa's two main plants or seeking two or three international ventures with other car makers to utilise spare capacity.



One Alfa executive summed up the situation this way: "The only logical solution would be to close a plant and concentrate production at whichever we decide is more modern. That makes business sense, but it is impossible. There is no way we could sack 16,000 workers at our northern Italy plant or 13,000 in the south. We must face political realities."

The answer, for Tramontana, is to travel the world, from Europe to Tokyo to Detroit, in search of joint venture agreements which can be negotiated by the end of this year and become effective by 1990. The idea is not merely to utilise spare capacity, but to construct ventures on the basis of other criteria: a joint venture partner will need to make a financial investment (as will Alfa), exchange technology (Alfa has a number of product plans which have never been commercialised) and join Alfa on international marketing.

The goal is to reach break-even production by 1990 through cost savings outlined above, improved marketing and financial restructuring (the L1,280bn debt issue needs to be addressed). If all of this goes as planned (a big if) the idea would be to have two or three joint ventures functioning by 1990.

Even with this strategy Tramontana faces a generally difficult European market where its main competitors are taking similar action — particularly in forging links with others in the industry — to steel themselves for the challenges that will be posed by over-capacity at the beginning of the 1990s.

Among the many variables which Alfa Romeo also faces is the backing of IRI-Finmeccanica, the state holding group. In particular it seems that Alfa will need as much as lire 1,000bn of fresh capital over the 1986-1990 period, if its recovery plan is to be effective. That is a lot of money and will require political approval from Rome, no easy thing.

The next few days will be crucial because the co-operation of trade unions is essential for Tramontana's strategy. He seems ready, though, to forge ahead with net redundancies of 1,340 people whether the unions agree or not.

How people are forgotten in technological change

BY NICK GARNETT

ARE BRITISH engineering companies which invest millions of pounds in flexible manufacturing systems (FMS), or less sophisticated computer numerically controlled (CNC) machinery, failing to grapple with the human repercussions of such change on the shopfloor? Do personnel managers and industrial relations specialists get pushed aside when decisions are taken?

The example of one large electronics company in the North which has spent several million pounds on FMS in the past two years but is still bogged down in arguments about who does what on the production line indicates that the answer to both questions might be yes.

A study by Sheffield University's Social and Applied Psychology Unit, which has looked at 20 companies introducing advanced manufacturing, shows that the experience of the electronics company is far from unusual.

To be fair to the company in question — which has a long record of manufacturing innovation — it now recognises where it went wrong and is battling to put some sense into the way its men and work are organised. The problems it has helped to generate for itself so far, though, include rows between different departments, an inter-union squabble and demarcation arguments between management and the main shopfloor union. Some of these tensions have been bubbling for over a year.

Two main issues are underlined in the Sheffield University study "Information technology: personnel where are you?"* By Chris Clegg and Nigel Kemp. One is that companies need to think hard about the organisation of work and people during the design of an FMS. The other more specific point is that the question of who will have most control over programming —a programming team or the machine operators—needs to be addressed right from the start, but very often is not.

In the case of the electronics company the introduction of flexible manufacturing was totally controlled by technical specialists — electrical and mechanical engineering and hardware and software people under an engineering-oriented project manager.

This was sensible in the early stages but even as the project team began to master the new technology it continued to exclude other people. Line managers, personnel and IR specialists had virtually no input and there was none at all from shopfloor supervisors or shop stewards.

The technical team was not being bloody-minded but simply recognised no legitimate role for personnel. Technical design absorbed nine tenths of decision making time and "human" isues such as the role of the machine operator and training were examined only after the first version of the system was up and running.

Some early technical decisions went as far as hog-tying the personnel department. Centralising computer terminals in a single control room encouraged the view that the system would be controlled by production planners and supervisors with little thought given to the machine operators' responsibilities.

Quarrels

One result of this dearth of discussion and consultation was that engineers and systems experts worked towards deskilling and constraining the role of machine operators while the training department and the principal union convenor assumed and worked towards the opposite.

This spilled over into rows over job grading and quarrels between unions representing direct and indirect production workers. A year after the first pieces of the FMS were introduced demarcation disputes between engineers and machine operators, and between machine operators and programmers over who does routine edits of programme tapes remain unresolved.

Clegg and Kemp cite the examples of two northern aerospace engineering companies to show that real choices exist in organising people when advanced CNC manufacturing is introduced.

One company believes its technology needs managing by experts. A specialist group of machine setters has been introduced, together with a separate tool setting team and large department of programmers. These programmers prepare the tapes and edit them. Machine operators have no access to the tapes and are in essence machine minders.

The other, smaller company places most responsibility on the shoulders of machine operators adopting the view that they should solve problems as they arise. Self supervision and flexibility are the watchwords with the machine operator doing his own machine setting and most of his own tool setting. This company uses a small number of programmers but the machine operator proves the programs, makes corrections or changes to them and in many cases writes his own programs, sometimes in co-operation with programmers.

Some of these operating differences result from the varying size of the two companies but the study points to a balance sheet of benefits and disadvantages.

In the first example, the company is burdened by high indirect costs, relatively low motivation and poor machine utilisation since someone off the shopfloor must attend to every hiccup and headaches in co-ordinating different sections. On the other hand direct labour and training costs are relatively low and specialists tend to maintain tighter operating disciplines than machine operators.

In the second case, direct labour and training costs are high, management runs the risk of alienating indirect employees, and operating disciplines might be looser. But indirect costs are relatively low, machine utilisation better and motivation of operators high with a spin-off in quality improvements.

The study's authors say companies should closely examine these factors when introducing an FMS rather than drifting into a way of managing a system more or less by default.

Though there is choice, a strong undercurrent in the study is that the performance of machine operators is crucial and that more companies should look at making their shopfloor role as broad as possible.

*To be published this year in the Institute of Personnel Management magazine.

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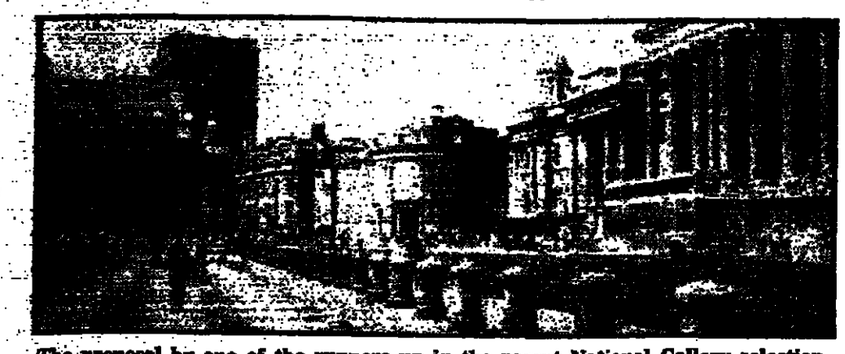
THE ARTS

Architecture/Colin Amery

Gallery runners-up on show



The proposal by one of the runners up in the recent National Gallery selection —Harry Cobb of the American firm I.M.Pei.

A certain degree of public curiosity can be satisfied in London at London's newest architectural gallery, The 9H Gallery (28 Cramer Street, London, W1 —open afternoons 12.30 pm to 6.30 pm on weekdays, 2 pm to 5 pm at weekends) where the finalists for the National Gallery selection process are on show *until April 18*.

There are five schemes to be seen: Henry Cobb of I. M. Pei and Partners; Colquhoun and Miller; Jeremy Dixon/BDP; Piers Gough of CZWG; and James Stirling, Michael Wilford Associates.

It seems to be a useful and public spirited exercise by this enterprising small private gallery to mount this exhibit. The architects agreed to act in concert and show their schemes in the same detail as they were submitted to the selection panel. The winning scheme, by the leading American architect Robert Venturi is not included in the exhibition; it will not be displayed until all the final details are resolved.

The display, which is clear and illuminating, makes an important contribution to the current architectural debate. It also shows the interesting range of interpretations of the preliminary brief — something that is of considerable significance as the judging for the large Grand Buildings site on the opposite corner of Trafalgar Square has now reached its final stage.

The developers for this extremely prominent and important site have to choose between three final schemes after a large scale competition. With the winning Robert Venturi scheme for the Gallery's Hampton site and the new Grand Buildings winning scheme, London stands to gain two very significant examples of late twentieth century architecture. They are both the product of exhaustive selection processes, and represent a most welcome return of enlightened private patronage.

Yet another scheme for the Trafalgar Square area of the capital was recently unveiled. Developers Greycoat Estates have commissioned the post-modern architect Terry Farrell to produce a scheme for the redevelopment of Charing Cross Station area. Mr Farrell has produced a set of highly intelligent proposals that will make commercial as well as architectural sense.

He has the capacity to respond to what he calls "the grain" of an area. His proposals are contextual; they respect the immediate area and respond to the surrounding architecture. What is less confidently handled are the design details of his new buildings—I suspect that his office needs to look beyond the visual elements of primitive, and often derivative variety of, angular post-modernism.

Across the river the whole of the concrete wasteland of the South Bank is to receive the post-modernising touch of Mr Farrell once the South Bank Board sort out their priorities. This means a redevelopment of London on a scale not seen since the Festival of Britain—something to watch and to enjoy.

★

At the RIBA Heinz Gallery in Portman Square, London W1, *there is an important small exhibition* of drawings, *Eight Contemporary German Architects*. These represent the current mood in Germany, a country that has developed its own kind of flattened geometry now known as European rationalism.

It is one of those barometer exhibitions that tells you the current climate. It is worth dipping a toe into, but has less vitality and energy than I had expected. Perhaps the drawing of the ceiling of Stuttgart Opera House says it all. Designed by Gottfried Bohm, it has in it the seeds of the return to formalism that we see spreading through the younger generation on show in London.

★

My colleague Gillian Darley reports from Frankfurt that the catalogue of the recent show held there at the new architectural museum, *Die Architekturzeichnung*, is one of the richest sources of visual pleasure to be had in architectural *drawings from* Baroque South German masters to the late 20th century. Published by Prestel-Verlag, it is available for less than £10.

The Threepenny Opera/Olivier

Michael Coveney

The first thing director Peter Wood does in this lavish revival of Brecht and Weill's 1928 smash hit is to relieve the Soho narrator from his "Mack the Knife" song. Basil Henson stands aloof after his announcement of a show so splendid only beggars could conceive of it while Barry James delivers the famous item like a Dickensian guttersnipe.

For all its worthy pretensions, this work has never been anything except a bourgeois spectacle and Mr Wood and his National Theatre company respond by laying on a mid-19th century extravaganza timed to coincide with the accession of Queen Victoria, a neat and coherent dramatic ploy which allows the regal procalamation that saves Macheath from the gallows to carry full force as an act of social patronage. A member of the Household Cavalry is wheeled on astride a giant rocking horse, and a grinning Mack steps down to join the poverty-is-good-for-you singalong.

The idea smacks characteristically of Robert David MacDonald, the Glasgow Citizens' house dramaturg whose fine new translation inserts wit into the lyrics and healthy filth into the dialogue. But Timothy O'Brien's design takes the idea further on to present dream-like floating cityscape of spires and cupolas, a dappled starlit sky and an intermittent atmosphere of the London of Wren and Hawksmoor invaded by the Hogarthian denezens of John Gay's original *Beggar's Opera*.

That ballad opera incidentally, whose success made Gay rich and Rich (his producer) gay, is the most over-estimated masterpiece of dramatic literature, and having done it in the Cottesloe, incorporated it into Ayckbourn's *A Chorus of Disapproval* and now let Mr Wood lose on Weill's musical update, I hope the NT lets the old thing go gently to sleep at last.

Wedding cake spires and four-poster beds float through the air as Tim Curry's sleek mustachioed Mack springs out of a funereal, spring-heeled procession to mourn the dead king. His not so stable marriage ceremony is conducted in plush Oriental circumstances — Persian carpets, candelabras and potted palms, a Fabergé bird in a gilded cage sniffily dismissed by Mack as deriving from Gamages.

That gives an idea of the ingenuity needed to keep the show on the road. Although the quality of the singing varies a lot, Weill's score is as compelling as ever and it rather sounds as though Dominic Muldowney, the musical director, has gone back to the original arrangements. Apart from the clumsy microphoning, it all sounds superb even if Mr Curry's sliding enunciation could do with a severe injection of acidulous dissonance and sharper articulation. Mr Curry is all very well, but he is no Joel Grey. The band, banked on one side, includes a squeeze box, harmonium (for Jenny's marvellous "Song of Solomon"), banjoes, guitars, brass and clarinets.

Pulling it all together is the problem, and Mr Wood only really succeeds in the pursuit of Mack who is trying to escape a rape rap and other criminal charges: lolling among the suspender-belted whores, he shoots off through a maze of skylights and chimney stacks, a most ingenious display of rooftop architecture descending to ground level. Mr Curry's Douglas Fairbanks act is halted on the scaffold after the "pregnant" Lucy (Joanna Foster) is abandoned in a street of stunningly scaled-up dolls' house façades.

The production improves as it goes along, with good work from Sara Kestelman as Mrs Peachum, Sally Dexter as a transparently ripe and luscious Polly and Michael Bryant humming it up in a W. C. Fields nose as Crookfingered Jake. This is a classier, more reverent version than Tony Richardson's of 1972, but I miss such coarse and memorable excesses as Barbara Windsor as the wronged Lucy screaming her entry from across the road (that eye-scratching scene goes for little here) and Vanessa Redgrave trying to sing. In the end, I feel the show, the first fully sponsored at the NT (by Citicorp and Citibank) is just what sponsors will like. Which is a bad sign.

Parsifal/Coliseum

David Murray

Anything that is wrong with the English National Opera's new *Parsifal* is put spiritually right by the conductor Reginald Goodall. It is a comprehensive rescue, even a salvation: the catalogue of mishaps and Wolf Mmünzner's misbegotten designs might have spelled disaster, but in the event they were trivial distractions. Though the principal singers were creditable on Saturday, and more than that, they might easily have lost against those odds. It was Goodall who endowed Wagner's opera with such radiant conviction, first to last, that anyone else's blunders dwindled to mere surface-static.

Not many real operas can be saved by inspired treatment of the score, but to an unprecedented extent *Parsifal* is its score. The well-shaped (if protracted) action is obscure and indeed fishy in detail. As fairy-tale it isn't up to much, but stage attempts to fix a clearer grown-up sense upon it are exceedingly risky: better to leave Deeper Interpretation to the programme-book (the ENO's is as usual chockablock with data), and better still just to listen. The function of the story is really to give us initial bearings on what the music is about, for that is dramatically richer than anything that could be shown. Hence the conductor's unique responsibility, which Goodall — with the ENO orchestra in beautiful form — carries nobly.

From a perfectly realised Prelude, shaped majestically and in depth, through a wonderfully easeful, glowing Good Friday—linked seamlessly to the closing pages of benediction —he measured the proportions of the score with a master's insight. Nothing that he did sounded *slow*, be it said, except the brief up-tempo irruptions that enliven old Gurnemanz's narration in the first scene (Kundry's "wild ride" was on the stately side), and even those were so firmly characterised that only a little pace was lost. Inner orchestral voices were encouraged to sing, while the great paragraphs unfolded steadily.

The ENO choruses had their problems. The Knights of the Grail are not very numerous on stage, and are dampened by being placed mostly too far back; imperfect co-ordination with the singers offstage was betrayed by wavering pitch and tempo. I expect that will be rectified swiftly. The leading Flower Maidens are mellifluous and bright; among the Esquires (the producer Joachim Herz seems undecided about whether they are individuals or a mini-chorus) Alan Woodrow and Terry Jenkins stand out usefully.

Herz's production must be sharply distinguished from Münzner's designs; and in fact it distinguishes itself by ignoring them altogether, arranging the action as if it were respectably located, and not in visions of such aggressively unclever silliness. The glades of Monsalvat — *and* Klingsor's magical domain — are alike rendered as walls of giant green intestines (turning ash-grey for the later scenes). The Flower Maidens, in bathing caps and a lot of rayon, inhabit a large basket with a pink patchwork pocket and a plastic rim; Klingsor flits above them in an aerial dodgem-car. I suspect these designs were for some quite different show in a children's puppet-theatre, meant for building in plasticine and kitchen equipment. They have not enlarged well. At least the Grail is a properly magical traditional object: perhaps Herz insisted.

Though his staging generally respects what is needed (Kundry travels alone to the final Grail scene, for some reason, and fails to expire when there), he seems to have given no interesting guidance to his actors, who stand and gesture conventionally. But his Parsifal was felled by influenza: we had Siegfried Jerusalem instead, a most fortunate last-minute replacement, *giving his* usual forthright performance, vigorous and sensible. Since he sang in German, Andrew Porter's English translation awaits fuller testing (the Parsifal-Kundry scene is the one that should gain most from intelligible words). Gwynne Howell's fine, amiably solid Gurnemanz made most of it; he is just the tower of strength required.

Despite her arbitrary sequence of costumes (the scarves and gypsy dreadlocks for the first scene will do, but her Act 2 guises are witless), Anne Evans gives us a Kundry of much warmth and dignity. Not wild at all, nor often intelligible; but she phrases Wagner with authority, and is moving in her all-but-silent last act. Rodney Macann's overweening Klingsor is rawly effective, and Dennis Wicks (opulently robed) makes a striking figure of the crumbling Titurel, sweetly sung as well as uncommonly visible.

Neil Howlett's Amfortas reaches furthest into the deep workings of the opera. His baritone is more soft-grained than some who can insist upon Amfortas's heroic stature—his "Erbarmen!" cries do not seize us by the throat—but he is a subtle musician, and his whole performance is fraught *with dramatic intensity*. What awaits full definition in Miss Evans' Kundry, Howlett has already found: it is he who illuminates the dark side of *Parsifal*. The loyalty between all these singers and their conductor was exemplary, but for an early, passing divergence between Goodall and Jerusalem. In no small part, it generated the steady glow that made this *Parsifal* memorable.

Earth Dances/Festival Hall

Andrew Clements

Premieres of Harrison Birtwistle are coming thick and fast over the next six months. Dominating them is the first performance of the massive *Mask of Orpheus*, due at the Coliseum in late May; during South Bank Summer Music Opera Factory promises the smaller-scale "mechanical pastoral" *Yan, Tan, Tethera*, composed in 1984. On Friday, however, the BBC Symphony Orchestra introduced *Earth Dances*, commissioned by the BBC for the "Music of Eight Decades" series, and completed only last month.

It is by any standard an imposing score, playing for over 35 minutes and requiring a huge orchestra. Birtwistle's last orchestral work of anything like the same dimensions was *The Triumph of Time* 14 years ago; in the meantime his style has changed in several respects, not least in its concept of form.

The piece he wrote for the London Sinfonietta in 1984, *Secret Theatre*, could be seen as a jumping-off point for *Earth Dances*; the techniques employed there, of dividing the chamber orchestra into two groups, one with material that is melodic, the other with a harmonically organised basis, is ramified here into musical layers of great complexity.

From the score it is relatively easy to see how musical layers (six in all) are deployed; Birtwistle's likeas them to geological strata, and hence gives a *raison d'être* to the work's title. Each stratum is characterised by different intervals and comes into and recedes from prominence several times in the course of the work; each also has its own instrumental texture. In performance, however, the separate elements are less easy to distinguish, and the overall impression is much more unified — of a steadily evolving organism, which reveals different facets of itself as it changes over time, and which contains within itself the potential for generating enormous power.

The climaxes of *Earth Dances* are intensely powerful; they have an emotional directness that is quite new in Birtwistle. The sheer amount of material that whirls by is exhausting to apprehend at a single hearing, and one can only get a glimmer of the processes shaping and ordering its passage, but in some ways the orchestral writing appears less uncompromising than one might expect. There is a feeling of conscious orchestration about the scoring, something which the bare-boned *Triumph of Time* would never have admitted.

In what must have a quite daunting challenge the BBCSO under Peter Eötvös acquitted themselves heroically. Eötvös grows steadily more impressive; he had preceded *Earth Dances with B. A. Zimmerman's charmless Dialogue* for two pianos and large orchestra, in which the talents of Bruno Canino and Antonio Ballista were squandered upon much unrewarding keyboard writing, and Stravinsky's *Threni*. In this context it sounded especially grave and beautiful; Eötvös's account was utterly straightforward and effective. The light, expressive sextet of soloists was Anne Dawson, Jean Rigby, Martyn Hill, Peter Hall, Michael George and David Thomas; the BBC Singers provided secure support.

New artistic director for Redgrave Theatre

Patrick Sandford has been appointed artistic director of the Redgrave Theatre, Farnham, following Stephen Barry's move to take up the position of director at the Theatre Royal, Bath. Mr Sandford is at present artistic director of the Lyric Players Theatre, Belfast.

Borodin Quartet/Elizabeth Hall

David Murray

On Thursday the hall was well and truly full for the fourth concert of the Borodin's Shostakovich cycle; the sympathetic vibrations were enough to snap a violin string in the first half, and a viola string in the second. Each time, the quartet began again from the top, concentration unimpaired—but their concentration is probably proof against anything short of a bomb-attack. Producing a magnificent range of graded dynamics with the lightest and steadiest of bowing (and no histrionics), they seem to transmit the music plainly and incontrovertibly: interpretation conceals interpretation.

Only this programme and the last one (next Sunday) were compiled from strictly consecutive quartets. This time we heard the Sixth, Seventh and Eighth Quartets, from just before and after the Eleventh Symphony. (The Eighth Quartet insistently quotes Shostakovich's recent Cello Concerto, among other works close to his heart too.) The dramatic Eighth is far better known in the West than its predecessors—there is even a string-orchestra version of it, though the Borodin performance showed how much tighter, sharper and grimmer it sounds without the superfluous weight.

In their account the shocked silences and numb drones had their full effect. In a sense, Shostakovich refused to compose-out the wartime horrors on which he was reflecting; the middle of the work consists of angry fragments and bitter backward looks, and the music speaks directly for itself only in the Beethovenian elegy at the start and in the failing threnody at the end. That was exquisitely marked by the cello, with a personal note which had been rightly excluded from the fugal elegy (as gravely imposing after the snapped string as it had been first time round).

The smaller Sixth and Seventh Quartets—both spare-textured and light, the one apparently playful for much of its length, the other delicately introverted—displayed the unique qualities of the Borodin team even more clearly. (Though one won't forget their sardonic Waltz in the Eight, repeated each time at a more ethereal pianissimo than before.) Their appealingly dry, smokey timbre achieved a wonderful balance in the winding games of the Sixth, and became eloquent in its Passacaglia. In the Seventh, which is almost a private monologue passed from voice to voice, their expressive unanimity was uncanny: the thread of reflection was taken up with taut gentleness and never a lapse.

Drop Your Pearls/Theatre Royal, Bath

Clement Crisp

London Festival Ballet took its concert group, LFB2, to Bath's Theatre Royal last week. This jewel of a playhouse is fine for the modest scale of LFB2, and the programme of four short ballets looked well on the stage. One of the heroes of the occasion was the pianist, David Elwin, who provided much of the evening's music, his most dubious task proving the need to cope with the inanities of Margaret Keogh's score for *Variations for Four* which has lurched back into the repertory.

Conceived by Anton Dolin in 1957 as a gala show-piece for four male stars (John Gilpin, Flemming Flindt, Louis Godfrey, André Prokovsky), it is a child's guide to difficult steps for men. It demands performers of the calibre of its original cast, and these it signally lacked on Friday night. Raymond Smith's reserved classic style impressed me most. His companions—Darryl Norton, Craig Randolph, Patrick Armand—seemed enmeshed in their variations and dogged by the nullities of the score.

The violinist Donald Weekes joined Mr Elwin for Jascha Heifetz's cosmetic surgery on Gershwin tunes, which acquire thereby the characteless uniformity found in the faces of American soap-opera heroines. They are the text for Nils Christe's *Necessarily So*, which does not bear continued acquaintance. The choreography is tediously the same as one swooning, swirling number succeeds another—in this the dance is responsive to its gutless score—and it does nothing for a cast who perform with the emotional vivacity of undertaker's mutes.

Emotion, intense and unrelenting, is plentiful in Christopher Bruce's *Land*. I do not enjoy the piece—there goes Mr Bruce, picking at the world's scars yet again—but it received dedicated performance, and in it Janette Mulligan looks a very fine artist indeed. She establishes mood, sustains feeling, with extreme finesse of expression and, ravaged by circumstance, yet retains an exceptional dignity.

The novelty of the evening is a "creation" in actual and dress-shop sense—for LFB2 from Michael Clark. *Drop Your Pearls and Hog It, Girl* as a title may have some relevance to what happens on stage, but the link escapes me. It is an adolescent joke about *Swan Lake* in which Pearl, an aspirant swan (the delightful and pretty Karen Gee), is surrounded by a chorus line of four women representative of tradition, two swan girls with vast and ornithologically exact wings, and Siegfried as male chauvinist and bulging-muscled *danseur, renamed Pig*.

There is a Cunninghamesque joke in that part of the manic action is played to a live television broadcast: on Friday this was a sheep-dog trial during which the commentator suddenly took off into realms of higher surrealism by telling us that "Ros is gifted at making soft toys." Mr Clark is somewhat less gifted in the soft toy stakes: *Drop Your Pearls* is without choreographic interest, though it does manage one good joke when role-reversal overtakes the last act duet from *Swan Lake* as Pearl and Pig make a despairing farewell.

The score is as disjointed as the activities on stage, and is provided by The Fall (of course) and St. Saens (inevitable, given the swan theme), with a quick nod, also inevitable, to *Swanee*, and a Balinese "Ketjak" (monkey play) chorus. Miss Gee is adorable throughout. Miss Mulligan looks very svelte in Body Map's clothes, and Craig Randolph postures and bulges as Prince Sieggig. It is schoolboy fun, and I suppose it is meant to bring the young into the theatre. But I hope that Festival Ballet will also remember its duties towards *Swan Lake* as a work demanding the highest talents and greatest efforts of a ballet company.

★

At Covent Garden on Saturday night the Royal Ballet introduced some cast changes into its current triple bill of *Frankenstein, Consort Lessons* and *Gloria*. Anthony Dowell's Frankenstein, in a blond wig and an abominably cut tail-coat (surely made for the monster rather than its creator) looked elegant and overwrought by events, as who should blame him. Maria Almeida appeared uneasy in emotion and in double-work as the hapless Elizabeth, and Julian Hosking assumed the sequins and peroxide of the Monster, partnering Mr Dowell with a nice sense of the improbability of it all.

In *Gloria* Bryony Brind and Jonathan Cope took leading roles, and drew the first outlines of readings which experience should help them fill with the implications of theme and choreography. *Consort Lessons* still defeats some of its cast. It is sad that performances continue to have a hit-and-miss air.

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Arts Guide

Music/Monday. Opera and Ballet/Tuesday. Theatre/Wednesday. Exhibitions/Thursday. A selective guide to all the Arts appears each Friday.

Mar 14-Mar 20

Music

PARIS

Bernard Ringeissen, piano, Chantal Bastide, soprano, Orchestre d'Harmonie des Gardiens de la Paix conducted by Claude Pichanreau: Dukas, Schubert, Mozart, Donizetti, Gershwin (Mon 6.30pm) TMP-Chatelet (42330600).

Ensemble Orchestral de Paris conducted by Sandor Vegh, Jean-Pierre Wallez, violin: Beethoven, Schubert (Tue). Salle Pleyel (4561 0630).

Peter Schreier recital (Mon). Théâtre de l'Athenée (47426727).

Orchestre de Paris, Dietrich Fischer-Dieskau, baritone, Hartmut Hoell, piano: Wolf Mörike lieder (Wed). Salle Pleyel (4561 0630).

Nouvel Orchestre Philharmonique conducted by Wolfgang Doerner and Maitrise de Radio-France: Mozart, R. Strauss, Mendelssohn (Thur). Salle Pleyel (4561 0630).

Mouna Lympani, piano: Ravel, Debussy, Rachmaninov (Thur). Salle Gaveau (45632030).

LONDON

City of London Sinfonia and Richard Hickox Singers conducted by Richard Hickox. Fiszi, Elgar, Vaughan Williams and Holst. Barbican Centre (Mon). (638 8891).

Philharmonia Orchestra conducted by Esa-Pekka Salonen. Mahler 7. Royal Festival Hall (Mon). (928 3191).

London Philharmonic Orchestra conducted by Klaus Tennstedt. Mahler 8. Royal Festival Hall (Tue).

Royal Philharmonic Orchestra conducted by Vladimir Ashkenazy with women of the London Symphony Chorus and Jessye Norman, soprano. Debussy and Berlioz. Royal Festival Hall (Wed).

Beethoven's Missa Solemnis with the English Chamber Orchestra and Tallis Chamber Choir conducted by Jeffrey Tate with Margaret Marshall, soprano, Ann Murray mezzo-soprano, Dennis O'Neill, tenor and Stafford Dean, bass. Barbican Centre (Wed).

London Symphony Orchestra and Pro Musica Chorus conducted by Marek Janowski with soloists including Jill Gomez, soprano. Beethoven and Mozart. Barbican Centre (Thur).

Borodin Quartet. Shostakovich (Thur). Queen Elizabeth Hall (928 3191).

Philharmonia Orchestra conducted by Esa-Pekka Salonen with Kyung-Wha Chung, violin. Sibelius and Schoenberg. Royal Festival Hall (Thur).

NETHERLANDS

Amsterdam, Concertgebouw. Anton Kersjes conducting the Netherlands Philharmonic, with Heinrich Schiff, cello. Rimsky-Korsakov, Tchaikovsky, Shostakovich (Mon, Tue). Recital Hall: Carolyn Watkinson, mezzo, accompanied by Rudolf Jansen. Schubert, Mahler, Wolf, Obradors, De Falla (Tue). Ik-Hwan Bae, violin, and Daniel Blumenthal, piano. Mozart, Beethoven, Bach, Debussy, Chausson (Wed). Radio Chamber Ensemble. Ruppe, Brandt Buys, Van Anrooy (Thur). (718 345).

Utrecht, Vredenburg. Jean-Bernard Pommier, piano. Haydn, Beethoven, Chopin (Wed). Anton Kersjes conducting the Netherlands Philharmonic, with Heinrich Schiff, cello. Rimsky-Korsakov, Tchaikovsky, Shostakovich (Thur). Recital Hall: Glinka Quartet, with George Pieterson, clarinet, and Ronald Brautigam, piano. Prokofiev (Tue). Schoenberg Ensemble. Dallapiccola, Berio, Scelsi, Nono (Thur). (31 4544).

Rotterdam, De Doelen. Recital Hall: Mozart quintets performed by members of the Orchestra of the 18th Century (Mon). (142911).

VIENNA

Zurich Chamber Orchestra conducted by Edmond de Stoutz with Dang Thai Son, piano. Haydn, Mozart, Tchaikovsky. Konzerthaus (Tue).

Milwaukee Symphony Orchestra conducted by Lukas Foss with Ivo Pogorelich, piano. Bach, Schoenberg, Foss, Tchaikovsky. Konzerthaus. (Tue).

Huguette Dreyfuss, harpsichord. Bach and CPE Bach: Albertina. (Wed).

Vienna Symphony Orchestra conducted by Leopold Hager with Tsuyoshi Tsutsumi, cello, Christine Whittlesey, soprano, Ioana Borovska, alto, Richard Karczykowski, tenor. Schumann, Mendelssohn, Musikverein. (Thur).

NEW YORK

New York Philharmonic (Avery Fisher Hall): Pierre Boulez conducting, Phyllis Bryn-Julson soprano. Stravinsky, Debussy, Boulez (Tue); James Conlon conducting, Salvatore Accardo violin. Copland, Paganini, Prokofiev (Thur). Lincoln Center (874 2424).

Carnegie Hall: Y Chamber Symphony. Gerard Schwarz conducting, Alexis Weisenberg piano. R. Strauss, Mozart, Stravinsky, Weill (Mon); Bella Davidovich piano recital with Dmitry Sitkovetsky violin. Mendelssohn, Grieg, Mozart, Ravel (Wed). (247 7459).

Kaufmann Hall: Chamber Music with Ax, Kashkashian, Laredo, Robinson. Schumann and others (Tue, Wed). 1395 Lexington Av.

Merkin Hall (Goodman House): Specutum Musicae. Michael Gandolfi: Personae (world premiere), Sherree Clement, Olly Wilson, Bulent Arel (Mon). 67th W. of Broadway (362 8719).

WASHINGTON

National Symphony (Concert Hall): Michael Tilson Thomas conducting, pianist. Mozart, Gershwin, Berg, R. Strauss (Tue) Michael Tilson Thomas conducting, Marcus Thompson viola. Telemann, Mahler (Thur). Kennedy Center (254 3776).

CHICAGO

Chicago Symphony (Orchestra Hall): Sir Georg Solti conducting, Francis Akos violin. Bach, Mahler (Wed, Thur). (235 8111).

Daniel Barenboim piano recital (Orchestra Hall): All-Beethoven programme (Tue). (235 8111).

TOKYO

Japan Philharmonic, conducted by Naohiro Totsuka: piano: Ikuyo Kamiya. Mozart, Strauss, Sibelius. U-Port Hall, Gotanda. (Mon). (237 9990; 980 6060).

New Japan Philharmonic Orchestra, conducted by Michiyoshi Inoue; clarinet: Yoshiaki Suzuki. Hindemith, Weber, Scriabin. Tokyo Bunka Kaikan. (Thur). (499 1531).

Traditional Japanese Music. A programme of music and dance inspired by the classic epic, The Tale of the Heike. Honmoku Tei, near Ueno Hirokoji subway station (Wed). (541 7094).

Saleroom/Antony Thorncroft

Miniatures in the big time

Sotheby's is holding the star sale of the week: the first part of the late Sir Charles Clore's collection of miniatures. Being a busy man, Sir Charles did not waste time in accumulating his collection. He bought the one assembled by D. David-Weill in the early part of the century—the great period of miniature *collecting*.

Under the hammer come works by all the great names of the late 18th and early 19th century continental masters: Isaby and Augustin, Fuger and Fragonard, and many more. The top price, around £30,000, is expected for a miniature of the Archduchess of Austria by Fuger. In historical terms miniatures are currently cheap. This sale today could revitalise the market.

Silver provides Christie's with its major auction on Wednesday. The top lot is a wine cooler and platter made for Ernest Augustus, the fifth son of King George III, who, in 1837, became King of Hanover. The cooler was executed in 1821 by Philip Rundell and the platter was added in 1838 by William Bateman. Both pieces were modelled by Flaxman and Edward Hodges Baily. Between them the set should make more than £100,000.

In the same sale the Duke of Leeds Will Trust is raising money by disposing of a pair of candelbra by Paul Storr (top estimate £40,000), and 36 dinner plates made for Sarah Jennings, first Duchess of Marlborough (top estimate £20,000).

An unusual tureen by Barnard, made in 1833 to commemorate 50 years of service by the Chief Clerk of Christ's Hospital, is embellished with handles modelled as boys from the school. It could reach £8,000.

English watercolours are much sought after at present. At Christie's tomorrow the most intriguing item is a view of the fort in India where that long time enemy of the British, Tipu, met his death in 1799. It was drawn by Turner. Turner never went to India and the watercolour was attributed until recently to William Daniell, but the catalogue makes a convincing case for Turner and the watercolour carries a top estimate of £10,000. High prices for watercolours are no new phenomenon.

Fans of the late Roy Plomley, for ever associated with "Desert Island Discs," will have the chance to acquire a memento on Friday, when Christie's South Kensington sells his collection of historical and theatrical documents, as well as books given and inscribed to him by such castaways as John Betjeman, Cecil Beaton, John Fowles and John Osborne.

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The politics of cheap oil

THE political implications of the collapse in oil prices are beginning to make themselves felt in the Middle East. They offer a sobering counterpoint to the euphoria created in parts of the industrialised world by the stimulus that lower energy costs provide to economic growth.

Not too many tears need be shed over Saudi Arabia's decision to postpone issuing a budget for five months. The kingdom was one of the prime beneficiaries of the oil price explosion during the 1970s and still has plenty of fat to cushion the transition to relative recession.

It is also likely that the Saudi royal family has decided that some protestation of penury was advisable ahead of yesterday's meeting of the Organisation of Petroleum Exporting Countries, especially with Algeria, Libya and Iran becoming more strident in their denunciation of the Saudi sales policy which has triggered the price collapse.

Throughout the Geneva deliberations of Opec, the delegations, and particularly Saudi Arabia, will certainly be mindful of the impact that sharply lower revenues are having on the two principal crisis areas of the Middle East—the war between Iran and Iraq, and the Arab-Israel issue.

Support

Iraq would not have been able to withstand Iranian military pressure for so long without the estimated $30bn it has received in direct financial support from Saudi Arabia and Kuwait. This is quite apart from the 310,000 barrels of crude a day which Saudi Arabia and Kuwait continue to sell on behalf of Iraq. The diminishing value of these sales, Iraq's own falling revenues, and the probability that its Arab allies will no longer be forthcoming with large capital donations, could force a reassessment of the war at a time when Iran has succeeded in occupying further slices of Iraqi territory.

The one clear advantage which Iraq has enjoyed is the qualitative and quantitative superiority of its weaponry. If that is to be maintained—and the material losses of the past month's fighting made good—Iraq will require further substantial injections of aid.

The Iranian economy is equally oil-based, but its labour-intensive style of warfare and its almost total freedom from external debt suggest that it could sustain its series of limited offensives for some time. However, that capacity must eventually be reduced as Iran finds it ever more difficult to market its crude.

Hence the bitterness of its invective against Saudi Arabia and against Kuwait which, with fighting continuing nearby, has moved military reinforcements to its border with Iraq. Behind Opec's deliberations will lie an appreciation of the danger that either combatant could widen the conflict as a last desperate response to severe economic pressure.

Of no less concern is the effect that falling oil prices are having on Egypt. For the past eight years this country has been the constant on which western efforts to resolve the Palestinian issue have ultimately rested. Despite the assassination of President Sadat in 1981 and the 1982 invasion by Israel of Lebanon, Egypt has remained loyal to the peace treaty.

It has been rewarded by over $2bn a year in civil and military aid from the US, but even this is now proving unequal to the huge burden imposed on the Egyptian economy by unchecked population growth coupled with the refusal of successive governments to grapple with more fundamental reform.

To say that the fall in oil prices has made the Middle East even more unstable and potentially dangerous than it was before is not to argue that the West should co-operate with Opec in getting oil prices up again — even if it were feasible to do so. Yet the additional instability must be of concern to the West. Western governments should do what they can to help the process of adjustment to lower oil prices in the Middle East, just as they are doing in countries like Mexico and Nigeria. For example, a much more determined effort should be made to persuade President Mubarak of the importance of long-overdue reforms, but tied to the promise of debt rescheduling. At the same time, however unpromising the prospects, the West must use whatever influence it can in the search for an end to the Iraq-Iran war and for a solution to the wider Middle East conflict.

Europe's global enterprises

THE FUTURE of Westland, the British helicopter company, and of British Leyland, the vehicle manufacturer, has been debated largely in terms of domestic politics. But the controversies have also focused attention on a key European question. How can Europe foster internationally competitive enterprises, especially in those sectors where economies of scale are important and where competition takes a global, rather than a national or even a European, form?

A growing number of industries, not just the so-called high-technology ones, falls into this category. The principal developed - country markets — Europe, North America and Japan—are becoming more closely integrated. New products—and, no less important, new manufacturing techniques designed to reduce costs or improve quality — are soon matched by rivals. The innovator has to exploit his lead quickly in all major markets.

If European enterprises are to make the leap from national to global competitive strength, they need to have a solid position in their "home" market—that is, in Europe—from which to attack their American and Japanese rivals. Too often European companies have sought to establish themselves in the US, usually by acquisition, without a strong enough home base to support it. Second, Europe has to remove national barriers to the movement of goods, services and capital, so that opportunities for economies of scale are available to entrepreneurs. Third, management has to have a clear vision of the demands of global competition and a strategy for meeting it.

Interestingly, some of the successes are found in smaller European countries. Some Swedish companies, for example, obliged by the size of their domestic market to think in international terms, have moved further in the global direction than their British, French or German counterparts. The recent bid by Electrolux, the domestic appliance company, for White Consolidated Industries in the US, illustrates the point.

Here is a company which has built up an extremely powerful position in Europe, mostly by acquisitions, such as the purchase of Zanussi of Italy in 1984. Electrolux now has about 20-25 per cent of the European "white goods" market. It can exploit economies of scale in manufacture (though national differences still make it difficult to produce a standard appliance for the whole of Europe) as well as in marketing and in research and development. Through the purchase of White, it hopes to secure an equally strong position in hte US.

Domestic appliances differ in important respects from businesses like computers or semiconductors. It is a mature industry in which the Japanese are not yet significant world competitors, except in a few items like microwave ovens. Because of the nature of the product, the scope for shipping large appliances between Europe, the US and Japan is limited. Yet there are other differences which are relevant to the wider question of European competitiveness. Domestic appliances are sold to non-government customers and the industry is not regarded by governments as strategic; there is more of a genuine common market than in the high-technology sectors.

Problems

Growth by acquisition poses difficult management problems and is certainly not the only route to international competitiveness. The Japanese, when they invest overseas, generally prefer to build their own factories. But the Electrolux policy of extending its reach across Europe seems to have advantages over the purely national consolidations which have been taking place in the UK, France and Germany.

An aggressive strategy of this kind is not open to weak companies like Westland or BL, which are forced to make whatever arrangements will ensure their commercial survival. But as an example of an enterprise which has the ability and will to achieve world leadership in its chosen sector and does so by making full use of the opportunities available in Europe, Electrolux offer some useful lessons for the rest of European industry.

The phenomenon that may not be enough

John Lloyd takes his second industrial ride, from Felixstowe to Cambridge

"OF COURSE we have to be efficient," says Brendan Lambe. "Of course we have to compete. Otherwise the trade will go abroad." What would be a soporific bromide at a three-hour City lunch sounds different on Felixstowe Dock with a wind of ice whipping in from the North Sea up the River Orwell; even more different on the lips of the dock's full-time Transport and General Workers Union convener, as if it might mean something.

It had better mean something. If industrial regeneration is not to elude Britain completely, East Anglia had better show the way. To travel here is to encounter success: to see, palpably, a shifting in attitudes and expectations and practices, to listen to English accents disdaining Anglo-Saxon attitudes and eager to adapt to the future.

It is also to sense the fear, cold as the wind on the Felixstowe Dock, that it will not be enough — or that it may be enough for East Anglia but it will not do much for the rest of us.

What is it? Highly selectively, it is a route from Felixstowe through the agri-rich counties of Suffolk, Norfolk and Cambridgeshire to Cambridge itself. It is trading, growing and making, all being done well and profitably and enjoyably and job-creatingly. It is certainly no one cause or even set of causes, though there are some interesting linkages. It is a common approach or set of mind.

Lambe has it, and he gets stick from the TGWU establishment because of it. Felixstowe is not one of the Dock Labour Scheme ports, which means that the tight demarcation lines and restrictions on redundancies do not apply. It is also on the expanding European trade routes (the contraction of the US trade had decimated Liverpool and Glasgow docks) and it has invested heavily in containerisation technology to the point where it is the biggest container port in Europe. A further £100m investment in a new container dock now waits on parliamentary approval which is being bitterly opposed by Lambe's union.

As Lambe strides rapidly about the docks, dodging the tugmaster trucks which carry the containers from the huge cranes to computer selected bays ready for pick-up, he gets stopped again and again to be congratulated by his members for crossing swords with Ken Weetch, the Labour MP for neighbouring Ipswich, who is also opposing the extension. The union wants success to be shared around its other 10,000 dockers in the trade-starved ports elsewhere. "But it won't go elsewhere," said Lambe. "It will go abroad, to the Continent."

He notes approvingly that Geoffrey Parker, Felixstowe's chairman, is in China drumming up business for the company; it made an after tax profit of £8.7m on a £42m turnover for 1984. "There's not the bureaucracy here that you have in other ports: if I have a problem I go to Parker direct." The style of both Lambe and Parker is direct, personal, busy: little of the ponderous machinery of older industries with structured industrial relations.

Go west from the dock up the near-motorway A45, round Ipswich and Stowmarket and Bury St Edmunds and Newmarket and see the wide fields stretching north through Suffolk into Norfolk, holding beneath their hard ground the arable crops, which will spring up in the months ahead to give their farmers a headache. The headache is: who needs it?

That's a new one for the farmers of East Anglia, who for the 15 years between 1970 and 1985 were doing so well that they began grumbling about a lack of grumbles. Oliver Walston was always a heretic in this regard: he wasn't grumbling then and he isn't now, even when he could. He's a very well off, very big farmer with 3,000 acres on the Cambridgeshire/Suffolk border which he farms with 11 people whom he just cut down to 10 because times are hard. "The yield of wheat and barley here doubled in these 15 years. Doubled. That's unparalleled since the Garden of Eden."

The takeoff was thanks to the Common Agricultural Policy, which gave guaranteed prices; the discovery by agronomists in Germany and Belgium that cereals could be farmed much more intensively with the use of massive amounts of fertiliser; to new fungicides; and to the development, by plant breeders at the Cambridge Plant Breeding Institute, of strains of high yielding wheat. East Anglia had good climate and good soil; and though its relatively light rainfall discouraged the grass that cattle need, it benefited from specialising in arable crops because the CAP favours them over cows and sheep. "You had to be unimaginably incompetent to fail," says Walston.

He clearly is not. His payroll and financial and field records are all held on an Apple II computer, run with Farmplan software: a CB radio system links the office to the 16 tractors and a UHF radio links in seven other vehicles. He got his education at Cambridge and Princeton Universities and capped it all by writing speeches for George Brown.

But a terrible harvest last year helped cut farming incomes by 43 per cent; farmers have stopped investing—to the distress of the machinery suppliers—and even giants like Walston are laying off workers. The Norfolk farmers successfully proposed to the NFU annual meeting last month that all arable farmers reduce the land given over to wheat and barley by leaving ten per cent of it fallow; this will, they hope, ward off drastic cuts in the CAP prices and even more hated quotas. Then, with a few good harvests, the good times and the BMWs will roll once more.

Out on the M11 just down from the little Archer-like village of Thriplow, which Walston's acres encompass, you look for the Porsches. Spot a Porsche, spot a modern Cambridge man: a hi-tech hot shot wunderkind who talks leverage in the City in the morning (the M11 is so fast), picks up orders on the phone to Boston from his plant in Cambridge Science Park in the afternoon and reviews research into gallium arsenide at the Trinity High Table in the evening.

This is the Cambridge Phenomenon, labled so in an influential report by Dr Nick Segal, a local consultant, two years back and now a subject of sophisticated delight and debate in the town. Last Wednesday, at the University Centre, the entrepreneurs and merchant bankers mingling excitedly under the auspices of the influential Society for the Application of Research seemed to have no doubts that the phenomenon existed. It is the rapid growth, especially over the past half dozen years, of new hi-technology companies, typically begun by a few graduates, operating in the fields of software, bio-technology (increasingly) and electronic components.

Its base was the existing "old" scientific companies, Pye and Cambridge Instruments pre-eminent, both founded to supply the University—in particular the Cavendish physics lab—with instruments at the end of the last century. Its stimulus was a 1969 report by Professor Sir Nevill Mott, then head of the Cavendish, which backed the political concern to push technology and research by calling for development of science-based industry, linked to the University, in and around the town.

This dethroned the previous snobby consensus that that stuff was not for Cambridge—a view which had sent IBM executives packing when they tried to set up a European research lab there in the 1960s. "It opened up the back door of the university and let the academics out," says Richard King, managing director of Cambridge Electronic Industries, the £150m a year group hived off from Pye in 1981 and poised between the "old" and "phenomenon" companies.

The phenomenon's patron saint is Cambridge Consultants. It was begun by a skinny and eccentric talent called Tim Eiloart, who had visited a paper mill in his final year at Trinity for his chemical engineering project to say what was wrong with it. He then conceived the idea, as he now puts it, "to apply people's brains to industry. I had the idea we could buy the brains cheap and sell them dear." He set up a ramshackle company which had no business planning, financial framework, or personnel policies, and found that he and the friends who drifted in to join him were spending most of their time making gadgets—"In those days you had to show you could make something to be credible"—and very little of it consulting. The group spun off its manufacturing arm into AIM, which came to grief in 1971: the consultancy was rescued and bought by Arthur D. Little for £45,000: Eiloart was gently propelled out, and now runs a charity called Sunseed Trust which tries to make the deserts bloom.

It has helped to spawn more than 20 companies of which one, Domino Printing Sciences (ink jet printing technology) is tipped by some (not all) in Cambridge for great growth. Now, with the obligatory long low Silicon Valley-copy building in Cambridge Science Park, and a managing director—Paul Auton—who has a business school training as well as a physics degree, it has an asset base of £4m and does do consultancy.

But the Godfather of it all is the University. The University was the progenitor of the "old" companies, the educator of many (not all) of the entrepreneurs, the heart of the research effort. Foremost among the university colleges in creating the phenomenon is Trinity: and Trinity, in this respect, is Dr John Bradfield.

Bradfield is Trinity's bursar, and a scientist (zoologist): a fortuitous mix made the more so by his passionate interest in furthering the phenomenon companies. Immediately after the Mott report was published, in 1970, Bradfield identified a 130-acre site on the north of Cambridge which had lain derelict since being a tank marshalling yard during the war: it became a science park, providing units for start-ups.

It grew slowly in the 70s, but rapidly in the eighties: last year, 15 new companies brought the total up to near 70. Opposite, a block of land owned by St John's College, is designated for a complementary innovation centre, where very small businesses—possibly even begun by undergraduates—will get a start in life. Says Bradfield: "I used to know all of these people on the park: now I might pass an MD on the street without knowing him."

Bradfield's power goes much further, though: for Trinity—one of the wealthiest of all academic institutions—has holdings through East Anglia, and further. It owns the land on which Felixstowe Docks stands—and Bradfield arranged for Brendan Lambe, with some of his shop stewards, to be impressed by the science park. He also has large farmland holdings in Norfolk—where Ken Leggett, the NFU secretary, worries that he and other big institutional shareholders like the Church Commissioners and the Norwich Union will try to sell up now that the going is tough. Dr Bradfield, courteously offering sherry in his rooms of a winter evening, is a modal point for much activity. He needs his 16-hour days to keep track of it all.

Central as the science park is to the phenomenon, it only represents some 10 per cent of the new business activity (and employs only some 2,000 people). Already, the phenomenon is changing: the first generation start-ups are being joined by big company research labs and "listening posts": the Britain's General Electric Company is setting up a research lab, Logica has already done so, Schlumberger has put up a beautiful building, based on a marquee shape, just off the M11 exit.

And the services are coming in. Dr Keith Haarhof, an assistant director of Singer and Friedlander merchant bank, took over an old butcher's shop just down from Trinity College and regards himself as part of it. Geoffrey King, whose Cambridge Executive Search works out of similarly modest quarters just down the street, also sees himself as indissolubly part of the phenomenon.

But — there has to be a but, because most people bring it up—will it grow? Can it be a Silicon Valley? When you ask that question, people say — well, let us set aside Sinclair and Acorn: they say that because these two best known Cambridge companies both took a dive last year, Sinclair losing £18.3m pre-tax to March 1985, Acorn — now largely bought out by Olivetti—losing £8.7m. Both were phenomenon companies and were the only ones to reach around £100m turnover: their much publicised troubles in selling cut-price home computers have raised ears that the phenomenon may be beautiful, but will always be small.

Says Richard King — "what appears to be going on is a number of very bright people who have created £3m or £4m companies, who look out of the window of the nice house and see the red Porsche and think—that's a nice size to be. Why should I build a £50m or a £100m company, with all the hassle?"

King may have something of an answer: his group is large, diverse, with a proven track record of letting its subsidiaries get on with the job. He's talking to a number of the young phenomenons, and there may be link-ups. But the critical lack remains management: much better than when Eiloart and his buddies made gadgets in the back shed, but still a skill scorned by the engineers and physicists who drive their companies along on technology.

Says Geoffrey King: "When Hewlett and Packard began their company, they had the plan that it would be a big company in world terms." None of the phenomenons are that: and if they cannot tear themselves away from the labs or the Porsches long enough to try, they will not be.

The area is changing: there can be few more hidebound stereotypes than dockers, farmers or dons, and yet none of them are acting their 1950s British movie parts, or even pretending to. But it's the world role that they still have to show themselves capable of.

Next: Port Talbot to Reading. The first article in this series appeared on March 10.

Men and Matters

Thames to aid Mother Ganges

The cleaning up of the River Ganges, sacred to an estimated 500m Hindus, is a highly delicate affair. So delicate that when Thames Water, Europe's largest water authority, bid for a key contract, Rajiv Gandhi himself became involved in the negotiations.

It transpires that the great river, which courses through 2,500 kms of northern India, is capable, within the tenets of Hindu theology, or purifying itself. It cannot, in fact, be polluted, so the devout claim, no matter the evidence to the contrary. India's Prime Minister, during his visit to London last autumn, evidently stressed the sensitive nature of the deal. It was pointed out that the river — itself an instrument of purification for the millions of the faithful who bathe in its waters every day — merely needs a little help from humanity in the form of an end to the widespread introduction of pollutants.

David Triggs, Thames's projects manager for the Ganges contract (worth an initial £200,000 and with a potential worth millions) is the ideal choice for the job. A student of Indian philosophy and Sanskrit as well as being a civil engineer, Triggs worked on a previous Third World contract for Thames, helping cleanse waste water along the Nile. He quotes one of the laws of Manu, central to Hinduism, in which the sage expressly forbids the pollution of the Ganges, and, he says, approaches his mission with a great sense of privilege.

For Thames, the Ganges contract is a direct result of the authority's thorough cleaning-up of London's river in the 1970s. It claims that the Thames is now the cleanest metropolitan river in the world and hopes for other lucrative overseas work to follow the Indian venture.

Triggs, 43, and two colleagues leave for India this morning, on the first of a series of extended visits. A fourth Thamesman will follow on Thursday. The New Delhi authorities will consider their recommendations in June.

Filling space

European television's Battle of the Beams, in which France and Luxembourg have long been locking antennae, enters a critical phase this month with the appointment of a new market expert by the Grand Duchy's contender, Société Européene de Satellites.

He is Marcus Bicknell, who has already made a name for himself in the satellite TV world as marketing director of Music Box, the London-based music channel now owned mainly by Richard Branson's Virgin group. Music Box beams its entertainment programmes to about 4m European homes via one of the satellites of the Eutelsat telecommunications organisations.

News of Bicknell's appointment comes after France last week finally refused to allot any channels on its TDF-1 direct television satellite, due to be launched in November, to Compagnie Luxembourgeoise de Telediffusion, the Grand Duchy's broadcasting company. CLT at one stage had looked like securing rights to beam TV across Europe by means of TDF-1. But officials during the last days of the Fabius Socialist Government decided against letting the Luxembourgers on board the spacecraft and allocated the last two channels instead to a four-national consortium including Britain's Robert Maxwell and Italy's Silvio Berlusconi.

CLT believes that transmitting television from space will be most cost-effective with the cheaper SES satellite — backed by a powerful European consortium — than with TDF-1. Bicknell's job will be to try to prove the point to other broadcasting companies, too, and so sell his 16 available programme channels. SES says it already has letters of intent to use its services. It will be up to Bicknell now to bring home the bacon before the Luxembourg satellite is launched with Ariane next spring.

Open government

BBC tv cameras are to be allowed in on a civil service selection board session — the gruelling 2½ days final stage of the annual open competition from which potential high fliers are selected.

Why open up to the prying eyes of the camera the means by which this section of the Establishment is picked?

To demonstrate the fairness of the civil service testing methods, replies the Civil Service Commission, which runs the selection process.

The commission also wants to familiarise the viewing public with the workings of the civil service, hoping to prove they are not so weird and secret as some might think.

But surely "Yes, Minister" has done enough—perhaps too much—to popularise the top reaches of the civil service?

"It certainly hasn't done us any harm," says one of the commission's seniors, who is bidding for the brightest brains coming out of the universities alongside the increasingly alluring competition from the financial sector. "Perhaps some of our candidates are attracted by the idea of being budding Sir Humphreys . . ."

Each selection board assesses 4-6 candidates for 2½ days. Those going before the particular board to be filmed will give their permission, with the assurance that the presence of the cameras will be kept discreet.

That part of the selection which involves sessions with the psychologist, always one of the 3-person assessment team, will definitely not be filmed.

Calories count

A hospital in Chorley, Lancashire, is saving more than £10,000 a year on central heating bills, thanks to McDonald's leftovers.

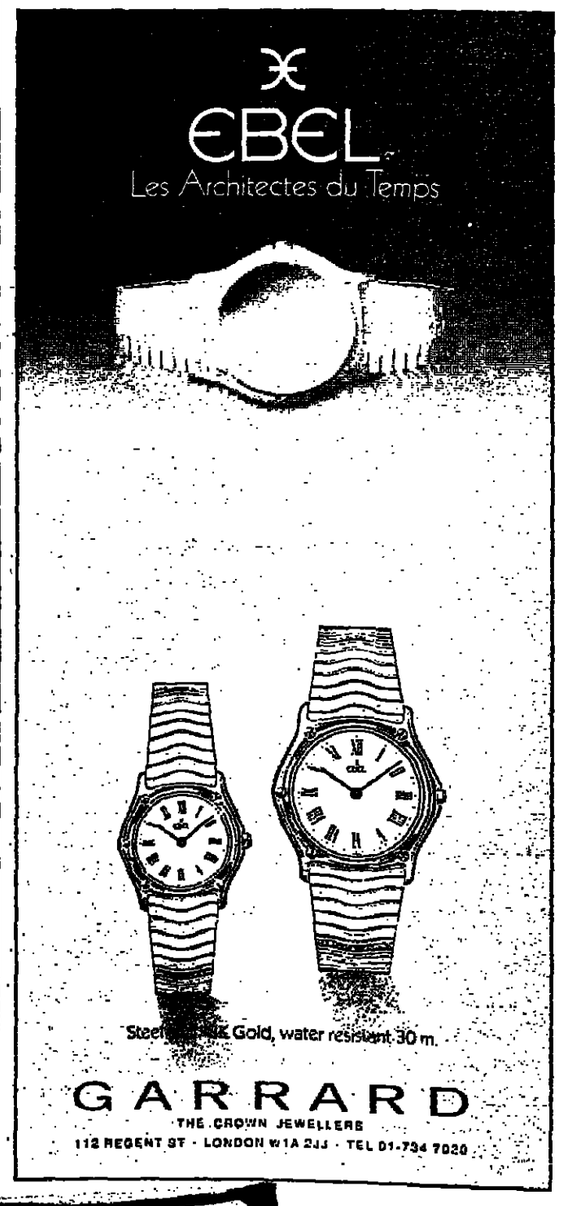
The hospital boiler gets a constant supply of free fuel from the waste of three other hospitals, six clinics — and the local McDonald's hamburger bar.

According to chief engineer, Chris Lowe, the system burns some 60 bags of McDonald's leftovers a week. "McDonald's classic boxes give a high calorific value," he says. "When they go in the boiler, the temperature gauge shoots up."

Driven to verse

Sign on the badly-dented rear bumper of a Mercedes parked in Sloane Street: "Be it ever so crumpled, there's no plate like chrome."

Observer



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FOREIGN AFFAIRS

The dilemma of the other arms race

By Ian Davidson

FOR MANY years people of good will have worried about the sale of armaments to the Third World by the industrialised countries.

They have claimed that this kind of expenditure is inherently undesirable on economic grounds because it diverts resources from development. They have pointed out that these flows of weaponry tend to be directed to unstable regions of the world, thus increasing both the probability of conflict between neighbouring states, the costs of such conflict to the combatants and the risks to the rest of the world.

They have also argued that the scourge should be held in check by negotiated restraints between the industrialised supplying countries.

That there is a problem is not in doubt. Whether there is a solution has always been questionable, to say the least. Between 1972 and 1982, according to the latest report on World Military Expenditures by the US Arms Control and Disarmament Agency, military expenditures grew by 2.4 per cent a year in developed countries but by 5 per cent a year in developing countries.

Arms imports by developed countries grew by 1.1 per cent a year but arms imports by developing countries grew by 7.7 per cent a year, roughly doubling from about $14.4bn in 1972, in constant 1981 dollars, to about $28.2bn in 1982.

Needless to say, the Middle East was responsible for a large proportion of this increase as a result of the 1973 war and the flood of dollars which followed the two oil shocks. In 1982 the Middle East accounted for nearly 42 per cent of world arms imports. Of the 10 countries spending the highest proportion of central government budgets on defence, eight were in the Middle East, ranging from 47.5 per cent in Oman to 28.7 per cent in Israel.

Whatever the moral force in the arguments for negotiated restraint by the supplying countries, they were with rare exceptions (the embargo on South Africa, for example) blithely ignored.

The rich countries have sold weapons (to recoup the economic costs of the oil shocks) to the countries with new oil wealth; to offset technologically-driven inflation in hi-tech weapons by extending production runs; and to buy political and economic influence. They have done it, they are still doing it and they will no doubt go on doing it.

The arms trade is, of course, deplorable and potentially dangerous. But the flaw in the moral argument for supplier restraint is that it overlooks both the East-West competition (if the US does not sell tanks and fighters, the Russians will); it implies that the industrialised countries have a paternalistic right to determine the defence requirements of sovereign countries; and it ignores the the developing countries for the voracious appetite of many of latest military gadgets.

It also ignores the fact that arms production in the developing world has been growing by leaps and bounds. In the 1960s, manufacture of major weapons systems in the Third World was negligible. In the early 1960s it started to take off and by the early 1980s it was running at more than $1bn a year (in constant 1975 prices).

This is still a small proportion of world production of major weapons systems—perhaps no more than 1.5-2 per cent—and only about one-tenth of the value of major weapons imports by developing countries. But the growth has been steep and the number of producing countries has also expanded.

> 'Developing countries have evolved two strategies: add-on engineering and add-up engineering'

In the 1950s only a handful of countries were involved, mainly in the production of naval vessels: Argentina and Egypt, and to a lesser extent Colombia, India and North Korea. By now, 26 Third World countries produce major weapons, even if most of them are only in the business in a small way.

Israel and India, the two biggest, account for nearly half the total, and they are followed a long way behind by Brazil, Taiwan, Argentina and South Africa. Fighter aircraft are produced in eight countries, missiles in seven, helicopters and major fighting ships in six.

These facts (and many, many more) are contained in a new book from the Stockholm International Peace Research Institute called Arms Production in the Third World. It cannot be described as a light read. The nearest it comes to a sense of humour is in some of the chapter headings: Argentina—Schemes for Glory or Israel—high-technology roulette.

In general, its approach is relentlessly factual and analytical, and it is probably the most comprehensive study of the subject to have appeared to date. If you want to know about the history and structure of the armaments industry in India or Egypt, or need a register of major weapons projects in, and major weapons exports from the less developed world, this is the book for you.

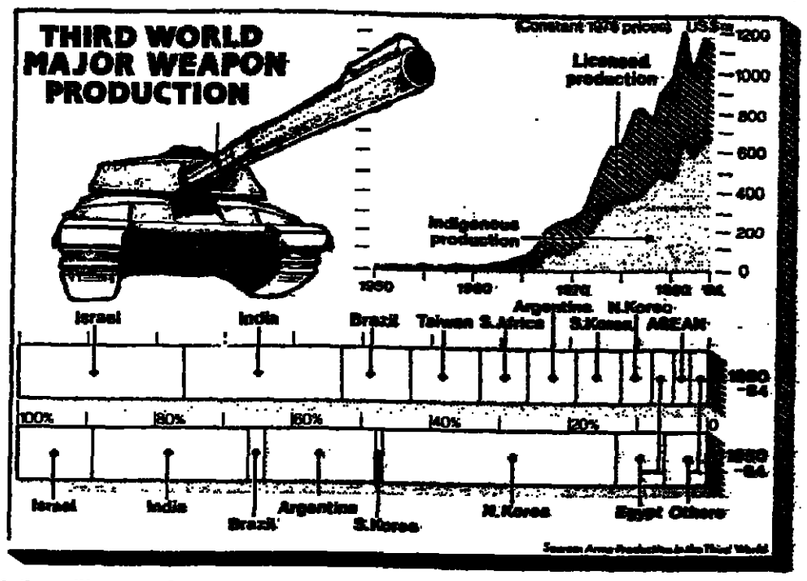
Needless to say, there is no single and simple paradigm that applies to all developing countries. There are far too many political, economic and industrial variables for that to be possible. But the editors of the institute's study do identify a number of common themes.

The first of these themes is that the motivation for getting into the arms business is almost invariably political: a quest for greater military, industrial and political independence. Examples are India in the 1960s, South Africa after the 1963 arms embargo, Israel after the 1967 war and Chile as a result of its isolation after the 1974 coup.

There are a few cases where companies, often foreign, have started arms production for purely commercial reasons but they are the exception. Even in Brazil, where the growth of its arms industry is now valued on economic grounds (the remarkable success of its export drive), the original motives were essentially political: regional status and rivalry with Argentina.

The political pressure for building an arms industry is often stronger when the military are in power: arms production increased in Brazil after the mid-1960s, in Argentina after 1976 and Nigeria in the mid-1980s. The institute's editors argue that arms production does not depend on a strong military influence on politics, citing India and Israel as examples of the contrary.

The contention may be true in the case of India but in Israel, almost everybody is part of the military, at least part of the time.



Many countries have tried to justify their attempts to build up weapons production on industrial or technological grounds or on the argument that it would save foreign exchange. But the fact is that many Third World countries that are in a position to do so, like their counterparts in the industrialised world, regard weapons manufacture as a natural attribute of a fully-fledged state.

So the right question is not "Why do they do it?" but "What are the factors which make it possible for them to do it?" The first requirement identified by the institute is an adequately diversified industrial base with skilled manpower and significant research and development resources.

This helps to explain why Saudi Arabia and Libya, both of which would have strong political motives and plenty of money, have barely entered the game. Countries which have tried to go in for production of major weapons systems without a strong and technologically advanced civilian industry face enormous problems as Argentina did in the 1950s, Egypt in the 1960s and Peru in the 1980s.

The second limiting factor is the size of national demand for weaponry. Mexico, for example, has a reasonably large industrialised base but a small army and one of the smallest defence budgets in the world as a share of GDP (only about 0.5 per cent).

Nigeria, by contrast, is the richest and most populous country in black Africa and has the largest and best-equipped army. The weakness of its arms industry is explained by the weakness of its industry generally, by the volatility of its politics and of its financial resources and by administrative incompetence.

The intersection of these requirements and limiting factors means it is extremely difficult for developing countries to get into the production of major weapons systems; it is even more difficult to achieve national self-sufficiency or technological independence. The surprise is not that there are still so few developing countries in the game but that there are so many.

> 'By now, 26 Third World countries make major weapons, even if in a small way'

Many countries have attempted a step-by-step approach to self-sufficiency from simple maintenance of imported weapons, through assembly and licensed manufacture towards indigenous design and manufacture. But the workability of this strategy is increasingly being undermined by reality, according to the study.

First, the pace of technological change is so fast that even highly industrialised countries find difficulty in keeping up. Secondly, and as a result, the very concept of self-sufficiency or "indigenisation" has lost much of its meaning: very few countries in the world produce their own aircraft engines.

Having suffered serious setbacks from its giant leap strategy in the 1980s, Egypt has downgraded its ambitions and now claims to be about halfway to self-sufficiency. India has for some time claimed to be on the verge of it.

As a result of the technology squeeze, which effectively perpetuates their dependence on technology from the industrialised world, developing countries have evolved two strategies: add-on engineering, which means taking a proven imported weapon system, copying it, and adapting it to local requirements; and add-up engineering, which means importing proven components and combining them in a new weapon system.

The second is more demanding; South Africa has succeeded in a few cases; Brazil, South Korea and Taiwan in rather more.

In general, though, Third World arms production is running into a dilemma: what can be produced efficiently is not in demand, and products in demand cannot be produced. South Africa is obviously in this trap as are Argentina and the ASEAN countries.

Israel alone, at very high cost and with great help from the US, has reached the top in several areas of military technology. Brazil, at a lower level of technology, has avoided the dilemma through add-up engineering and a successful export drive.

But even if Brazil is the only model which could be realistically copied by other developing countries, it may turn out to be a special case, according to the institute. With the present stagnation in the arms trade market and increasing competition from industrialised suppliers, major weapons production may remain, for most developing countries, "an abortive, expensive and wasteful effort." This does not, of course, mean many of them will not go on trying.

Arms Production in the Third World, edited by Michael Brzoska and Thomas Ohlson, Sipri, Pipers vag 22, S-171 73 Solna, Sweden.

Lombard

Now for citizen ownership

By Samuel Brittan

IN Economic Viewpoint of March 6, I wrote about "worker capitalism" in the sense of greater employee financial involvement in his or her place of work. There is, however, a completely different concept which has been labelled "citizen ownership." This refers to the mass ownership of shares, not in workers' own companies, but in equities in general.

Citizen ownership meets the criticism sometimes levelled at employee shares that the workers have all their eggs—both their capital and their wages—in one corporate basket. But there is, of course, nothing mutually exclusive about the ideas. An employee can own some shares in his own company and also have some more widespread stake.

Despite the puritanical aversion to rising share prices—and despite the abuses which develop in bull markets—a high stock market is good for jobs and investment, so long as it can be sustained. But beneficial though the process is, the contrast between champagne corks flying in the City and the lot of people subsisting on benefits or low wages will give rise to a political backlash, as it did during both the Macmillan and Barber booms.

Moreover, the present upswing in profits and share prices shows signs of being part of a more lasting rise in the market-clearing rewards of capital relative to that of labour. If we want a return to high employment, policymakers should not interfere with these market movements, but instead try to disperse capital ownership, so that workers are also capital owners and gain on the equity roundabout what they lose on the wages swings. This requires a spread of ownership of assets more direct and marketable than participation in pension funds.

It is true that British Telecom has around 1.7m. shares, and that its flotation has been the main reason for the rough doubling since 1979 in the total numbers of private shareholders in all companies, which is now estimated at 2.8m.

But this still represents less than one taxpayer in every eight, and most Telecom shareholdings are extremely small. Indeed, to the extent that privatisation issues have been on more favourable terms than a pure competitive tender, in order to attract the small investor, the effect has been regressive: a redistribution from the general body of taxpayers to the 10 or 20 per cent minority who are potential purchasers of shares.

The same remarks apply to the French *Loi Monory*, which provides tax concessions for small investors' share purchases, some version of which is always a candidate for inclusion in UK Conservative Budgets.

If citizen ownership is to have progressive effects on wealth distribution, privatisation shares need to be not sold but handed over gratis to all citizens. This is a suggestion I have put forward many times and has been more recently taken up by Dr David Owen. It has still more recently been taken up by Conservatives such as John Redwood, the former head of the No 10 Policy Unit.

This need not be pie in the sky. Privatisation shares have actually been handed over "free" in British Columbia; and in Alaska state oil revenues have been distributed pro rata to citizens. The British Government could at least experiment with one "free" issue.

Anyone who accepts a modest amount of inherited wealth could not reasonably oppose citizen shares on "something for nothing" grounds. A more intricate problem is how to proceed to give the citizen a stake in the mass of companies that have never been state owned.

An American international lawyer, Stuart Speiser, has donated prizes of $5,000 in the US and £2,000 in the UK for the best essays on citizen or "universal" share ownership. The British competition is administered by the Wider Share Ownership Council.

My main worry about citizen ownership is that the swing in rewards among different factors of production is not against labour in general, but against untrained labour and workers with obsolete skills or attributes. In that case universal capital-ownership will not concentrate help where it is most needed.

But it still has the great advantage—compared with complete reliance on social security for redistribution—that people are vested with definite property rights less dependent on the good will of governments and Parliament.

Letters to the Editor

US antitrust legislation

From Mr Edmund Dell.

Sir,—The UK's difficult air services relationships with the USA have always seemed to me to constitute a problem inherent in the proposal to privatise British Airways. But for one part of that problem, the impact of American antitrust legislation, the Government and British Airways have mainly themselves to blame. The Government by permitting British Airways to settle the Laker antitrust case out of court, and British Airways by itself taking the course of settlement out of court, in effect recognised the right of American courts unilaterally to interpret the Bermuda II air services treaty between the UK and the USA. The British Government should have made clear to the US administration that it did not recognise that right and, if necessary, should have submitted the matter to international arbitration under the treaty.

Admittedly the position of the British Government was somewhat compromised by a judgment of quite extraordinary obtuseness from the House of Lords, a judgment based on two propositions: that because Bermuda II is not part of the law of England it does not exist for their Lordships' purposes, and that in an interdependent world major British companies that trade with the US place themselves "voluntarily" under American jurisdiction, and therefore do not deserve any protection from the English courts.

There is, however, a wider question than the interpretation of Bermuda II and the privatisation of British Airways. It is absurd that international trade should be substantially regulated by the antitrust legislation and traditions of one country, even if that country happens to be the USA. American antitrust legislation is a non-tariff barrier to trade. The USA is advocating a further round of multilateral trade negotiations. Whatever else is achieved in those negotiations, is should be made perfectly clear to the USA that it will no longer be accepted that foreign companies should be forced into out-of-court settlements by the procedures, costs, delays, and penalties of American antitrust legislation.

Edmund Dell.
4 Reynolds Close NW11.

Supply and demand

From Mr K. Motley

Sir,—the London Metal Exchange exists to support the activities of those engaged in free commerce. It was, however, induced to be a party to a scheme to control the price and supply of a freely available raw material—tin.

For the LME the results have been disastrous.

Apart from "put not your trust in princes" (governments) it is once again a reminder of man's frailty when he attempts to control the laws of supply and demand. The world today is littered with such arrangements. Who is next?

K. Motley.
42 The Street,
Great Livermere,
Bury St Edmunds,
Suffolk.

Caring for churches

From the Reverend Lord Sandford.

Sir,—The Church of England does not, as Mr Amery alleges (March 10) "stand outside the planning laws." All changes of use and all alterations materially affecting the external appearance of churches or extension require planning permission. Nor are redundant churches, as Mr Amery claims, "completely unprotected by the listed building procedure." Listed building consent is needed for works of alteration or extension. It is not required for the demolition of a redundant church if (but only if) the demolition is carried out pursuant to a scheme made under the Pastoral Measure. Parliament absolved the Church of England from the requirement to seek listed building consent in these specific circumstances because it accepted that in the Pastoral Measure the Church already had an alternative, carefully worked out and effective statutory regime providing fully adequate safeguards for the care and control of its redundant churches.

Mr Amery is wildly wrong in saying that 1,043 churches have been demolished since 1969. This is, approximately, the number of churches which have ceased to be used for religious worship but three-quarters are still standing. Over half of them have been found new uses, often for the benefit of the wider community; 200 have been placed in the care of redundant churches fund, jointly financed by Church and state; 266 (not 1,043) churches have, it is true, been demolished but always after public notice and in most cases without controversy. No listed church has been demolished against the advice of the Advisory Board for Redundant Churches, an independent statutory and expert body which comprises people of national distinction in the field of conservation.

Far from a "rampant wave of demolition" a listed Church of England church has, as the independent National Heritage Monitor said, a chance of avoiding demolition three times better than a listed secular building.

Sandford
(Chairman, Redundant Churches Committee).
Church Commissioners,
1 Millbank, SW1.

Generating electricity

From the Economic Adviser, Central Electricity Generating Board.

Sir,—May I respond to two letters relating to the economics of generating electricity in your issue of March 3.

It is good news that, as Mr Ghalib reports, Hunterston B and Hinkley Point B are now performing creditably. The load factor that matters for economic appraisal, however, is the one that is calculated by reference to the design capacity of the station. This load factor has not been as near to 80 per cent as perhaps Mr Ghalib believes. The figures for the two stations have been:

	Hunterston B %	Hinkley Point B %
1982-83	61.4	58.3
1983-84	68.5	67.3
1984-85	72.1	75.7

Nevertheless, good figures.

Mr P. W. Wright says that it is more appropriate to make comparisons of the economics of contemporaneous generating electricity by calculating the costs per kwh over each station "life-time to date" than over its "whole life-time," ie until decommissioned.

In publishing its "Analysis of generation costs" the CEGB is careful not to express any prediction for a single method of comparison. Nevertheless, the method that seems least appropriate is "life-time to date."

This is because the "life-time to date method" assigns a residual value of the asset at the date in question as a consequence of using annuities over the stations life-time to convert the original cost into capital charges. I am sure that if Mr Wright were working out the capital cost per mile of a car he was selling he would use a residual value based more on the second-hand market for the car than one derived from an annuity.

There is not a second-hand market in nuclear reactors but the problem can be avoided by taking "whole life-time" comparisons. In the board's last analysis the costs per kwh of contemporary Magnox and coal stations were very close at 5 per cent real return and the Hinkley Point B advanced gas-cooled reactor (AGR) station was 2.45 p/kwh as against 2.64 p/kwh for the contemporary coal station at Drax. Neither comparison is much of a guide if you were trying to choose between a new AGR and a new coal station—even in the absence of a pressurised water reactor, the board's choice.

P. E. Watts.
15 Newgate Street, EC1.

Only sunset managers

From the Managing Director, Foseco (FS)

Sir,—It is time for journalists, politicians and other opinion-leaders in the UK to stop referring to the automotive and engineering industries as "low-tech." (*Lex on GKN, March 13*).

I find it astonishing that a line of semi-skilled workers assembling imported electronic components onto a printed circuit board can be referred to as "high-tech," while an enormous R and D effort into say, constant velocity joints, which lead the world in terms of technology and sales, can be lightly dismissed as wasted on a "low-tech" industry.

My company is engaged on developing products for foundries and steelmills which result in super-clean steel and lighter, stronger castings which can be relied on in safety-critical areas of vehicles of all types. How sad it is that the average journalist or politician, when faced with a casting which is the end result of massive R and D expenditure and sheer creativity, is unable to comprehend its value to manufacturing industry, let alone society!

Need I add that, in Germany and Japan, our products are being used in enormous quantities by industries that are not seen as "low-tech." How can they be when cars are being made and exported in record numbers?

While there is no denying that many industries are in decline in the UK, let us at least be honest about the reason why, their management is poor and in some cases fails to manage technology like it fails to manage its other resources. In other words, there is no such thing as a "sunset" industry, there are only "sunset" managers.

David W. Hobbins.
Drayton Manor,
Tamworth, Staff.

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FINANCIAL TIMES

Monday March 17 1986

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Terry Byland on Wall Street

Record run subdues doubters

AFTER last week's performance by Wall Street stock markets – which broke through records for turnover, weekly gains and volatility – the voices of the market's doubters have become subdued.

Both the stock and fixed-interest markets brushed aside sudden worries over oil prices, while confirmation of one round of cuts in US key interest rates were promptly followed by predictions of another. And, with quarterly bonus time now at hand the dealers, partners, directors and research analysts looked with delight at the level of market business.

But there are still contrary opinions to be found in the marketplace. At the height of Friday's astonishing upswing, which took the Dow from plus 2.5 to plus 23 in as many minutes as it takes to write it, Mr Eliot Janeway, editor of the Janeway Letter and a senior Wall Street guru, said: "The market is acting like coffee futures."

There is a strong case for saying that the stock market is overbought. A market vane survey of street traders showed 85 per cent bullishness, another indicated bearishness at only 18 per cent.

The spread between market averages and their long-term average, another of Wall Street's favoured measuring sticks, suggests, according to Shearson Lehman Bros, that the Dow should be consolidating between 1,650 and 1,750 in March-June.

And for the cynics several of the US business magazines have recently decorated their front covers with wildly bullish captions and cartoons – traditionally a sign that the end is nigh!

The stock futures markets are blamed for not only feeding speculative frenzy but also fuelling the wild gyrations in the indices themselves. The index futures are watched like hawks by the big investment institutions, whose positions in these markets look uncomfortably like unadmitted, and therefore unregulated, margin positions.

But futures-orientated speculation – if that is the word – has not been enough to save two of the market's leaders from deeper factors. IBM stock, which played a pivotal role in moving the market throughout the 1982-84 phase, is now 6.25 per cent under its peak

And General Motors has also begun to fall behind as it trims production and idles manufacturing plants in the face of falling sales.

Moreover, futures-orientated activity can only affect the broader market at second hand, yet the Nasdaq, Amex and broader-based Dow and NYSE indices have had no difficulty keeping pace.

Mr Frank North of Shearson Lehman Bros quotes interesting evidence of the behaviour of the retail investor. During February, Shearson's cash customer accounts were net sellers of Dow stocks and only modest net buyers of both the Amex and Nasdaq issues. Not the stuff of explosive speculative markets, but more like a sober investment strategy.

On deeper fundamentals, the stock market remains confident that low inflation, low oil prices and low interest rates will lead to higher corporate profits and economic growth.

But Wall Street is still surprisingly reluctant to translate its optimism on corporate profits into hard forecasts.

Some analysts have raised their sights and predict a gain in profits of up to 20 per cent in fiscal 1986, but there are still many whose forecasts have not changed significantly since the turn of the year.

E. F. Hutton estimates growth of 10 per cent in profits this year with a 12 per cent gain next year. Shearson settles for 10 per cent to 11 per cent this year. A market currently trading on 16 times historic earnings on the Standard & Poor's 400 stocks or a yield of barely 3 per cent, needs some good profits news – and IBM may not provide it this time around.

Yet, the stock market brushed aside last week's indications that the economy remains sluggish, with retail sales business slow and inventories and unemployment high. It preferred to concentrate on the sharp dip in producer prices, which merely underlined the fall in oil prices.

This week will bring a significant test of the "overbought" theory. Friday brings a multiple expiration date for March futures and options. When this happened – on three occasions – in 1985, it brought a wild sell-off in the stock market. But that was before the market caught its current raging attack of bull fever, so Friday could be a new experience.

But even a massive shake-out should not be confused for a shift in underlying confidence. Only a renewed rise in world oil prices, a surge in interest rates, or both together, could stop Wall Street in its present mood.

Oil price collapse boosts plastics industry profit

BY TONY JACKSON IN LONDON

EUROPE'S plastics producers are enjoying their best profits since the 1970s as a result of the collapse in the oil price. The price of naphtha, the industry's chief raw material, has virtually halved since the start of the year. Plastics prices have remained strong, however, and some producers are looking for price increases.

The strength of plastics prices is attributed to a shortage of ethylene, an intermediate chemical derived mostly from naphtha. Two large ethylene plants, one in Sicily and another in West Germany, are still out of action after being damaged last year, and the new Shell-Esso plant at Mossmorran in Scotland is still encountering teething problems, having been shut entirely for a week in January.

BP has announced a 10 per cent increase in its UK price for high density polyethylene, to around £550 ($803) per tonne. The company said: "The higher margins are coming at the ethylene end rather than at the plastics end. Although we make both, it is BP philosophy to keep profit centres separate." Industry sources were sceptical about BP's ability to secure the whole of the planned rise, however.

Shell Chemicals said: "We are seeing the benefits of tight supply. The chemical industry was notorious in the 1970s for using marginal supply to force prices down, and it may be that it has now learned its lesson." It was emphasised throughout the industry that margins were recovering from very low levels. Enichem of Italy said: "Margins are a little better, but there's such a long way to go."

Mr David Beynon, a director of ICI's petrochemicals division, said: "It is crucial that the reduction in costs is not given away in a reduction of prices. If the industry can get its margins up, there could possibly be a move back towards investment in the longer term. There is no way that investment could have been justified on the returns obtained until recently."

Producers conceded that the present situation could not last indefinitely. The damaged ethylene plant at Priolo in Sicily is expected to start up again by late April and Esso said the Mossmorran plant was now running very close to capacity.

Mr Beynon said: "There will probably be erosion of product prices along the chain, and there will still be pressure from over-capacity. But we can hope that low oil prices will also boost demand above the levels we had budgeted for. It is an interesting moment for the industry and it's important that we take advantage of it."

British Cabinet divided over Land Rover ownership issue

BY PETER RIDDELL, POLITICAL CORRESPONDENT, IN LONDON

THE BRITISH Cabinet disagreement over the future of Land Rover surfaced publicly at the weekend when Mr Nicholas Ridley, Transport Secretary and a member of the special ministerial committee on BL, warned against deciding the issue on the basis of disliking US ownership.

In a speech to West Midlands Young Conservatives Mr Ridley criticised Land Rover's profits and market share record, arguing that there was "enormous scope for improvement." Noting the large overseas investment in the Midlands, where BL is mostly based, he said the Government should not decide "the future of BL on the basis of disliking American ownership. We should decide on what is best for jobs and expansion."

Similarly, though without mentioning BL by name, Mrs Margaret Thatcher, the British Prime Minister, inserted a reference into an important speech in Felixstowe on Saturday that Britain had invested more in the US than American companies had in Britain.

Mr Ridley's comments contrast with the preference of a large number of ministers, including Lord Whitelaw, the leader of the Lords and Tory MPs, for at least a British component in the running of Land Rover.

Moreover, the negotiations with General Motors of the US and other potential bidders about the future of Land Rover and BL's trucks subsidiary are at a delicate stage.

The official hope is still that an outline decision can be reached in the next 10 days. Mr Paul Channon, Trade and Industry Secretary, is exploring the possibility of a compromise deal with GM

The problems of handling the BL affair while retaining the support of most Tory MPs are concerning senior ministers as much, if not more than, tomorrow's budget.

Cabinet ministers have lowered their expectations about the overall economic impact of the budget though they believe Mr Nigel Lawson, Chancellor of the Exchequer, will show characteristic ingenuity to gain maximum political impact. They are hoping for public attention to be drawn away by some eye-catching measures on, for example, share ownership as well as a broadly optimistic picture of the inflation and growth prospects.

However, some Tory critics of Mr Lawson suspect he may have more freedom of manoeuvre than recent official suggestions. In particular, supporters of Mr Peter Walker, the Energy Secretary, believe his suggestion at the pre-budget Cabinet meeting last month that there could be leeway of over more than £2bn may be vindicated.

Otherwise, the main ministerial interest is less on tomorrow's measures than on the round of public spending decisions which will start in the next few weeks.

BIS issues bank risk guidelines

BY PETER MONTAGNON IN LONDON

NEW GUIDELINES for the regulation of hidden risks being incurred by banks as a result of innovation in the financial markets are published today by the central banks of the main industrial countries.

They are contained in a study prepared by a specialist committee of bank supervisors operating under the aegis of the Bank for International Settlements in Basle.

For the first time the study attempts to quantify and explain the risks incurred by banks involved in new kinds of financial instruments such as debt swaps, options and the underwriting of note issuance facilities in the Euromarkets. It also sets a standard series of definitions around which a regulatory structure can be built at national level.

The study identifies three main types of risk facing banks involved in this business which does not appear on their published balance sheets.

There is the danger that funds may not be available to meet all the commitments incurred under the new instruments. Or banks may face losses as a result of changes in interest rate and exchange rate levels. They may also unwittingly pile up large credit risks to one single customer or group of customers. Where credit risks are concerned, it suggests three basic categories into which each of the new instruments can be placed for regulatory purposes – full, medium and low risk.

However, the study falls short of recommending the actual levels of capital which banks should have to back up these new activities. This will be up to national authorities. Later this week the Bank of England is to publish a discussion paper setting out the implications for banks in the UK.

The committee says its work is only a preliminary assessment and its study is designed in part to educate supervisory agencies in smaller banking centres as well as to stimulate debate

The study says that one of its main concerns is the lack of public information on the extent to which banks have become involved in financial innovation. "Many supervisors consider that the information about off-balance sheet exposures presently supplied in banks' published accounts is generally insufficient to give shareholders and depositors a reasonable picture of banks' activities," it says.

Japanese bank licensing in Switzerland. Page 19

Benedetti plan for Valeo stake

Continued from Page 1

worked closely with Indosuez, which is itself an important shareholder in his Cofide Italian holding group.

His bid coincides with efforts by Fiat of Italy to take control of two electronic car-component companies owned by Matra, the French defence and electronics group. The Fiat-Matra talks are understood to have been placed on hold to await the outcome of the general elections in France yesterday and the formation of the new government.

Opec debates cuts

Continued from Page 1

The larger proportion of diminished Opec output taken by Saudi Arabia, Kuwait and the United Arab Emirates since December has predictably emerged as another serious preoccupation.

In his interview, Sheikh Yamani emphasised the possible adverse consequences for the UK from the drop in prices by about half, not only for future North Sea development but also for existing operations. Among delegations generally there is genuine bewilderment that the issue has not been of any great political significance in the UK.

Some reassurance has been gained, however, from the apparent appreciation by the UK Labour Party of Opec's position and its implications for Britain. Last night it was unclear whether Saudi Arabia and Kuwait, both relatively well endowed with financial reserves, would bow to pressure for constraint on Opec's production as a whole and their own in particular.

Asked before the meeting started about another attempt at discipline, Sheikh Yamani replied: "We will explore all possibilities." At the moment, however, the Saudi Government appears intent on producing at 4.35m barrels a day

Congress set to block defence build-up

By Reginald Dale in Washington

CONGRESS resumes work this week on a US budget for 1987 that will almost certainly deny President Ronald Reagan one of his top policy priorities – a rapid continuation of his defence build-up.

Over the last few days the unreality of Mr Reagan's request for a real 8 per cent rise in military spending, with no increase in taxes, has become starker than ever. Congress, as it hammers out its own alternative proposals, has effectively taken the budget out of the President's hands.

Last week the Democrat-controlled House of Representatives categorically rejected the 1987 budget that Mr Reagan sent to Capitol Hill early last month by a vote of 312 to 12. That was mainly a symbolic vote engineered by the Democrats to embarrass their Republican colleagues.

More serious for Mr Reagan have been the positions adopted by his Republican allies in the Senate, where the Republican-controlled budget committee has not only voted down the Reagan budget but is now in the process of drafting a new version that undermines some of the President's most fundamental objectives.

Republican Senator Pete Domenici of New Mexico, the budget committee chairman and author of the new draft, openly admits that it will be unpopular with Mr Reagan. "It goes without saying a lot of people at the White House won't like it."

The Domenici plan sets a totally new and radically reduced yardstick for the Congressional negotiations on military spending by proposing a rise the defence budget at no more than the rate of inflation, estimated at about 3.5 per cent, or no increase at all in real terms. That would reduce Mr Reagan's requested defence appropriation for fiscal 1987, which starts on October 1, by $21bn – from $320bn to $299bn.

In addition, Mr Domenici proposes to raise $16.2bn in largely unspecified new revenue, as opposed to the extra $5.9bn in non-tax revenue suggested by Mr Reagan, so as to bring the deficit down to the $144bn required by the new Gramm-Rudman budget balancing law. Under the Domenici plan many of Mr Reagan's cuts in domestic programmes would become freezes at current levels.

Mr Domenici's proposal has still not won his committee's approval. The Democrats on the committee, in particular, still believe that his defence spending figure is too high and overestimates the likely inflation rate. But he hopes to have a budget through the committee by the end of this week so that the full Senate can act on it before the Easter recess begins on March 27.

Once the Senate has approved a budget the Democrat-controlled House Budget Committee plans to draft its own proposals, which will almost certainly call for even lower defence spending than the Senate version. After that House and Senate versions would have to be reconciled in conference negotiations – and the Administration would still try to negotiate its own input.

House Democrats would like to include tax increases to ease the impact of deficit reduction on domestic programmes. But they are loath to propose them in an election year unless, in the words of Mr William Gray, the House Budget Committee chairman, "there is a wink or a nod or a yes" from the White House.

Mr Reagan, however, is still adamant that he will veto any such proposal, and would clearly prefer to let the Democrats identify themselves with tax increases, as they did to their cost in the 1984 Presidential elections.

With his veto authority, and his power to bestow Presidential approval or disapproval as the November mid-term elections approach, Mr Reagan still has some strong cards in his hand.

THE LEX COLUMN

A shortage of rabbits

British budget forecasts are made to be shredded as things go wrong. The Red Book of one year is almost always irrelevant by the time its successor becomes available.

In the second parliament of a supposed medium-term financial strategy, the drift from budget to budget might have been expected to cause the Treasury some embarrassment.

This year the collapse of oil prices at least spares the Chancellor any personal need to blush at the shrinkage in his list of options. The virtual absence of real tax cuts in 1986 has been discounted in everything from the yield on long gilts to the ante-post odds on the date of the next election.

Unthinkable

The unthinkable that has overhung Mr Lawson's prevous budgets has come with a vengeance to haunt his third effort. To prepare the final draft of a budget speech over the weekend of an Opec meeting does not appear to make life any easier.

Perversely, it may nevertheless be the Chancellor's salvation. For the first time since he came to office Mr Lawson can hope to advance calculations that do not risk being sapped by the cartel's failure to restrict output. The fortifications have already fallen in.

Last year's assumption that 1986-87 would show £11.5bn of North Sea revenue could easily be proved wrong by as much as 50 per cent. Such wildness actually makes it simpler to say something sensible this time.

Since this budget, unlike that of Saudi Arabia, cannot be cancelled, it is only necessary to identify a plausible range of oil assumptions, avoiding spurious precision.

Most markets would accept a central combination of the mid-teens in dollars per barrel at about the current exchange rate. Whatever the oil forward markets are saying, the experts themselves know no better.

On one view the Chancellor can congratulate himself for leaving the original £3½bn window for possible tax-cutting. Even a year ago it was observed that the balance between revenues and expenditures might be upset from either side. Last year's pit strike (expenditure) has merely been succeeded by this year's oil-bust (revenue).

Even allowing for oil revenue to fall short of plan by anything up to £6bn, the fiscal drag from slightly higher inflation and strikingly higher corporate tax payments should recoup a substantial proportion. Some friends of the Treasury model would even look for the full £6bn, and scope for a great deal more in 1987-88.

Moreover, the drop from $25 to $12 oil price represents a large once-off injection into the economy. The Chancellor has already done the obvious thing and cast doubt on the amount of fiscal room this leaves him.

If cuts in oil prices are to be brandished as the free-market substitute for tax cuts there is still a question how much of the benefit should accrue to shareholders in BP and Shell and how much to the public at large.

If the oil companies are permitted to maintain high margins on the forecourt then the macroeconomic stimulus will be correspondingly slight – and mostly vanish into old-fashioned tax avoidance drilling upstream.

In any case the Treasury will obviously want its share to make up the upstream shortfall. But greed at the petrol pump would persuade the companies that they might as well hold prices where they are, or even raise them.

That apart there is no reason to expect anything other than the usual over-indexation of imposts on publicans and sinners. Excise duties on drink and tobacco remain as obvious a budget butt as ever, though a tax on the purchase of tobacco and whisky conglomerates would probably have a higher net yield and popularity.

Stamp duty, the City's traditional grouse, can in the present public mood only be traded in for something equally unpalatable. A more flexible turnover tax on securities trading or other financial transactions is probably the best that can be hoped.

A specific duty on appalling young men would be generally welcomed, except by the West German motor industry. Last year's changes in national insurance have done nothing noticeable to brake the rise in City salaries – and the Chancellor may have another go.

The general incredulity which meets references to the MTFS perhaps suggests that the Chancellor can no longer accomplish anything by moving monetary goalposts. Indeed the game that the international bond markets now seem to be playing does not require the field to be marked out with the old tramlines. The full introduction of a sterling commercial paper market, which could not come too soon, makes nonsense of broad monetary targets anyway.

The best approach may be for the authorities to go along with this by staying in the rear of the interest rate reduction round, and let the strain of the oil balance be taken out of the tax-cut account.

Sterling and the gilt-edged market may get on better in those circumstances than under a scheme where misleading panic signals are transmitted by every divergence from the declared monetary norms. This would be consistent with the trend in Mr Lawson's statements over the past year in any case.

Palliatives

As the French political scene settles down after yesterday's election, we may enter a period when the Government can look again at the arguments for joining the EMS. If explicit exchange rate discipline were to reinforce the broad message of the budget, so much the better, though the official demise of £M3 would not in itself make membership a necessity.

If this sounds like a dull budget, that is no accident. The element of surprise was much reduced in Mr Lawson's second budget last year and is bound to be slimmer still this time. All that seems to be left for tomorrow is the jack-in-box emergence of Lord Young, bearing his own despatch box of palliatives for unemployment.

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		°C	°F			°C	°F			°C	°F			°C	°F
Ajaccio	F	15	59	Dubrovnik	S	14	57	Malta	R	13	55	Rhodes	F	19	66
Algiers	F	16	61	Edinburgh	C	8	46	Manchester	R	8	46	Rio de J'o	-	—	—
Amsterdam	S	8	46	Faro	S	17	63	Manila	-	—	—	Rome	S	16	61
Athens	F	10	50	Florence	S	16	61	Melbourne	S	20	68	Salzburg	C	6	43
Bahrain	S	23	73	Frankfurt	F	10	50	Mexico City	-	—	—	San Francisco	C	8	46
Bangkok	-	—	—	Funchal	F	15	59	Miami	C	19	66	Seoul	S	6	43
Barcelona	S	14	57	Geneva	S	10	50	Milan	S	3	55	Singapore	F	30	86
Beirut	-	—	—	Gibraltar	F	15	59	Montreal	C	2	36	Stockholm	C	-1	30
Belfast	F	9	48	Glasgow	C	8	46	Moscow	S	5	41	Strasbourg	S	11	52
Belgrade	S	5	41	Guernsey	R	7	45	Munich	S	7	45	Sydney	R	20	68
Berlin	C	4	39	Helsinki	C	-3	27	Nairobi	S	28	82	Taipei	-	—	—
Biarritz	S	20	68	H. Kong	R	23	73	Naples	F	18	64	Tangier	S	17	63
Bombay	C	34	93	Innsbruck	S	12	54	Nassau	F	28	82	Tel Aviv	S	19	66
Bordeaux	S	17	63	Inverness	C	9	48	New Delhi	S	23	73	Tenerife	C	20	68
Brussels	S	10	50	Istanbul	-	—	—	New York	C	7	45	Tokyo	F	15	59
Budapest	C	2	36	Jeddah	F	7	45	Nice	S	15	59	Toronto	C	1	34
B. Aires	S	28	82	Jersey	-	—	—	Nicosia	-	—	—	Tunis	S	16	61
Cairo	R	21	70	Jo'burg	C	9	48	Oporto	C	13	55	Valencia	S	16	61
Cape Town	F	21	70	Lisbon	F	18	66	Oslo	Sn	-2	28	Venice	S	12	54
Caracas	-	—	—	Locarno	-	—	—	Paris	S	11	52	Vienna	F	6	43
Casablanca	C	17	63	London	S	15	59	Peking	S	9	48	Warsaw	S	5	41
Chicago	C	1	34	L. Angeles	R	8	46	Prague	S	9	48	Washington	F	8	46
Cologne	S	10	50	Luxembourg	S	6	43	Reykjavik	C	0	32	Zurich	S	3	37
Copenhagen	D	0	32	Madrid	S	13	55								
Corfu	S	15	59	Majorca	F	16	61								
Dallas	F	9	48	Malaga	C	16	61								
Dublin	F	11	52												

Readings at mid-day yesterday:
C-Cloudy D-Drizzle F-Fair Fg-Fog H-Hail R-Rain S-Sun Sl-Sleet Sn-Snow T-Thunder

French poll surprise

Continued from Page 1

trist political groups, said it always led to instability.

The election, which took place in the first warm spring sunshine France has experienced this year, was held under the newly introduced system of proportional representation. Voters were asked to choose between lists of candidates put forward by the different parties for each of the departments in metropolitan France and in the overseas territories.

One effect of the system was that candidates who head the party lists in the departments had known long before yesterday's poll that they would be elected. Of the 577 seats in the new Assembly, over 450 had been effectively allocated before voting began.

The system has enabled the Socialist party to get virtually all the ministers in Mr Fabius's government re-elected. The party will thus have an experienced team in the new Assembly although it is now in a minority.

Mr Jacques Chirac, who with Mr Raymond Barre took the load in the Opposition's campaign, has made clear that he wants a new government to move fast in implementing its economic programme – thus differentiating itself from the Socialists.

SECTION III

FINANCIAL TIMES SURVEY

International Capital Markets

After a record year in 1985 the market has embarked on a remorseless quest for further expansion at a time of cut-throat competition. Publicly bankers rejoice in an unbridled sense of opportunity. Privately they worry about pitfalls that may lie ahead

Struggle for slice of the global market

By Peter Montagnon

GROWTH OF business in the international capital markets has become virtually unstoppable. At least that is the common view in the banking community after another record year in 1985.

Swept on by a tide of liberalisation in domestic markets new business volume surged 32 per cent to a new all-time high of $261bn. Particularly striking was the explosion in the Eurobond market where new issue volume rose 66 per cent to $135bn, according to figures compiled by the Organisation for Economic Co-operation and Development (OECD).

The growth of business has opened up new vistas for the shape of the market as a whole. International bankers now dream of a global market in which all types of security, equity as well as debt, can be traded around the clock, free of national barriers and time zone constraints.

If this happened the Euromarkets which started off 20 years ago from a narrow base, serving the dollar investment needs of retail investors in Europe, could be said to have truly came of age. The ideal is one world market pushing remorselessly forward as it scales new pinnacles of efficiency, sophistication and geographic reach.

Yet for all the unbridled sense of opportunity that abounds in the marketplace of today, some bankers are also privately seeking to inject a note of caution. The past two years have seen business growth and structural change at a pace unprecedented in the brief history of the Euromarkets.

Competitive pressures have increased as more and more banks have sought to climb aboard the bandwagon in securities markets. Soon, and perhaps faster than many people think, a process of consolidation could set in.

No one can deny the great stride forward made by the Eurobond market in 1985, but it is equally easy to see two strong reasons for this which may not be felt so forcibly in 1986.

The first was the steady decline in interest rates which saw US Treasury bond yields fall decisively below 10 per cent in the early days of this year and made fixed rate bonds particularly easy to market in 1985. The second was the growing sophistication of the floating rate note market which encouraged many borrowers to refinance their debt on ever more favourable terms, boosting the volume of new business by more than $10bn.

It is hard to see these factors asserting themselves so strongly again. Despite the decline in oil prices, many believe that interest rates may not have much further to fall. The dollar has fallen sharply on exchange markets, and this has clearly deterred some European investors from buying dollar bonds.

While institutional investors have stepped up their buying during recent years, retail investors have stayed on the sidelines. Overall the rise of bond prices in Europe has lagged behind that of New York and, as the differential between the two markets has widened, Wall Street's domestic market has become more attractive to borrowers than before.

Bankers in the floating rate note market meanwhile complain that both borrowers and investors have lost interest. In part this is a natural consequence of the general decline in interest rates which has focused fresh attention on fixed rate markets, but it also reflects a flattening of the short-term yield curve which makes it harder for banks to finance holdings of floating rate notes at a profit.

In the fixed rate bond markets much depends on the trend of interest rates. If they stay low, or even fall further, there could be a flood of borrowers seeking to refinance their debt on favourable terms. Italy did just this in January when it launched two fixed rate bonds totalling $350m and carrying a fixed rate of interest of 8¾ and 9¼ per cent.

The danger is that interest rates could rise again. Then bonds which are now being offered at ever finer terms in the market could become much harder to sell. Already the explosion of business over the past few years has led investment banks to carry record inventories of paper on their books.

Professional trading of securities between securities houses has reached fever pitch. Credit Suisse First Boston, the market leader in the Eurobond market which launched 113 securities issues last year, reports that its daily group turnover exceeded $2bn in 1985, almost double the level of the previous year.

The potential for losses is huge if the market ever went into reverse. That could drive out of business many of the smaller houses now trying desperately to carve out a niche in the securities business. If consolidation did become inevitable one clear consequence would be a leaner market under the control of a few well-capitalised big houses.

Of course, the markets for securities in currencies other than the dollar now offer increasing scope for business. Spurred on by the trend towards liberalisation in Tokyo, issuance of Euroyen bonds has now hit record levels. According to OECD, issuance of Euroyen bonds rose to the equivalent of $12.9bn last year from just $6.1bn in 1984.

Taken together with Samurai bonds issued on the domestic market, this means that the yen sector has now outstripped issue volume in D-marks, adds Salomon Brothers, the US investment house. The German sector is growing too, since far-reaching measures announced a year ago to open up the market and add new instruments like floating rate notes and zero coupon bonds.

In other words, the decline of the dollar has placed new emphasis on business in other sectors. The French franc Eurobond market has reopened; last year saw issues in a range of new currencies like the Danish crown and even Italian lire. A whole new market has grown up in Eurobonds denominated in Australian and New Zealand dollars.

An obvious response to upsets in the dollar market would thus be to reinforce the trend to doing business in other markets.

That may not, however, be quite as easy as it sounds. Despite the trend to liberalisation, barriers have not been fully broken down. Turnover tax in Germany, for example, impeded the development of a profitable floating rate note market there and an underlying problem is that real credit demand from end-users remains very weak.

A study by the Basle-based Bank for International Settlements last summer brought together for the first time figures for net lending in the international banking and capital markets combined.

They showed that in the first half of 1985 net new finance provided to non-bank borrowers was only $70bn. At this level business is still way down on the early years of the decade. In 1981, for example, total net lending was $190bn.

The syndicated loan market has suffered in this respect far more than the bond market.

According to the OECD, total international bank loans fell again last year to just $43.2bn compared with $56.8bn in 1984.

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founded by the market for the market

Fresh hopes of sustained growth and lowering of inflation

Elusive goals now in sight

World Economy

PHILIP STEPHENS

THE INDUSTRIALISED world suddenly seems an altogether more cheerful place. The coincidence of booming stock and bond markets attests to a growing confidence that the elusive goal of policy-makers for more than a decade — sustained growth and low inflation — is at least within sight.

The collapse in the oil price since last autumn has led to a general ratcheting up of forecasts for growth in the major economies this year and next; the predictions for inflation meanwhile have been moving in the opposite direction.

In parallel, the dollar has experienced a rapid, but so far controlled, descent to levels which offer a plausible hope that some of the major imbalances in the world economy can be slowly reversed.

Encouragement

The US currency has lost more than 20 per cent of its value within a year. The inflationary dangers for the US have been neatly offset by the near-halving of the oil price. The prophets of doom who spent much of last year warning of the horror of a dollar "crash landing" have been embracing the now more fashionable optimism.

Equally encouraging, the U-turn in US policy which paved the way for the Group of Five accord to act against the dollar appears to have ushered in a more co-operative phase in economic decision-making.

There are still frictions and irritations between governments—Japan for example could face a rough ride at this year's world economic summit in Tokyo in early May—but there is an increased coherence in international policy.

"While developing country debts and international current account imbalances continue to give cause for concern, there is now clearly expressed co-operative intent among the major countries to address these issues," is how the Organisation for Economic Co-operation and Development put it in its latest Economic Outlook.

No one is suggesting that this window of opportunity for the world economy is not without its cracks. Outside the US and Japan, unemployment seems set to remain at levels implying heavy costs in both human misery and wasted resources.

The US Budget deficit still looms as a potential threat to durable financial stability, while the US banking system has taken a further knock from the slump in oil prices. The dollar could yet overshoot.

The J-curve effect of currency depreciations suggests that the US trade deficit will get worse before it gets better. Japan and West Germany meanwhile will see their huge current account surpluses rising even further over the short term.

In the developing world lower oil prices are a mixed blessing. For heavily-indebted oil producers like Mexico and Venezuela the fall in the price has placed immense new strains on their ability to repay western banks.

There will be offsetting benefits for oil importing nations in the Third World — Brazil is a good example. But the problem is that the losers get hurt much faster than the winners gain.

Those important caveats apart, however, the overall prospects do look far more encouraging than could have been expected even six months ago.

What the slump in the oil price has done is to generate a huge transfer of income first from Opec members to the industrialised nations, and then within economies from oil producers to other industrial sectors and individual consumers.

The London Business School, for example, estimates that each $6 per barrel drop in the oil price switches around $100bn to oil consumers throughout the world.

Provided that governments in industrialised nations do not react to the stimulus to demand by tightening their fiscal policies the impact is similar to a large cut in indirect taxation —faster growth and lower inflation.

Of course, there are influences working in the other direction. Opec members will be forced to cut their imports in line with the reduced value of oil exports, hitting European exports in particular.

There is a general expectation, however, that the increase in demand in the industrialised world will more than outweigh the fall among oil producers. The result should be an overall boost to world trade and growth.

The OECD estimates that each 10 per cent fall in the oil price increases the average GNP of its 24-member countries by about ¼ percentage point a year later. It reduces the general price level by about ¾ per cent.

Markets soar

It is calculations like that which have sent the stock and bond markets soaring. Manufacturers will receive a boost to profits from the combination of lower costs and higher demand. Nominal interest rates have already started to tumble in line with lower inflationary expectations.

That in turn has led forecasters to change their perception of the likely profile and duration of the present world recovery.

In the middle of last year the standard forecast was for a slowdown in the pace of growth this year and a further easing in 1987. Now many independent and government forecasters see the prospect of faster economic expansion in 1987 than in 1986 despite the maturity of the present cyclical upturn.

Britain's National Institute of Economic and Social Research, for example, is expecting that the avearge growth rate of the OECD economies will be 2.9 per cent this year and rise to 3.2 per cent in 1987. World trade, which has been relatively sluggish since the surge in 1984, should pick up again and grow by 5 to 5½ per cent both this year and next.

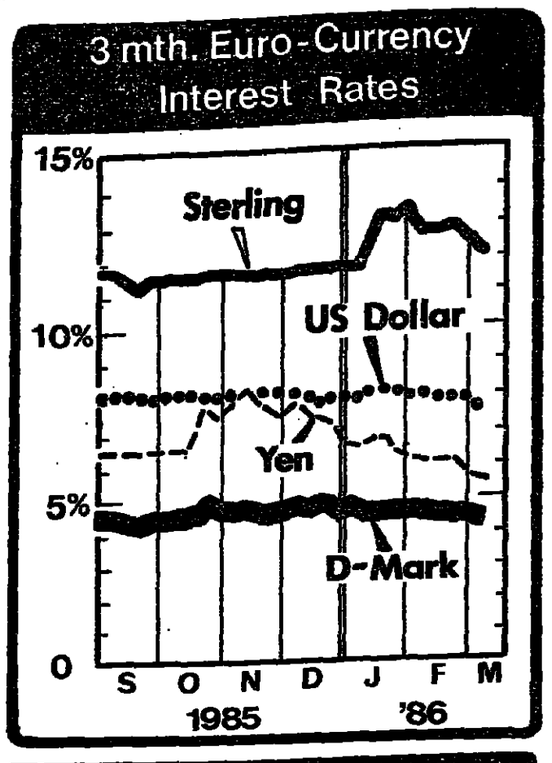
At the same time, the institute predicts, the average rate of consumer price inflation should pick up again and grow by 5 to 5½ per cent both this from 4.6 per cent in 1985.

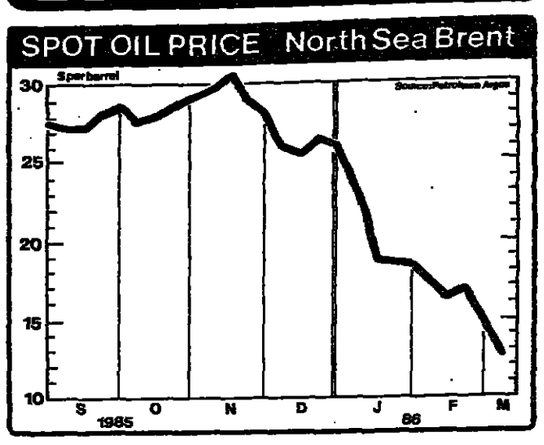
That would guarantee the longest period of disinflation since the war. The pattern of growth between the industrialised countries should also be more balanced, narrowing the sharp divergences seen between Europe, Japan and the US over the past few years.

The West German economy, for example, now seems set to grow by close to 4 per cent, outpacing the US and perhaps even Japan. France, which has achieved remarkable success in curbing inflation, can also expect a significant improvement compared with the last two years, even though growth is still likely to be below 3 per cent.

For the US, the National Institute is forecasting a rise in output of just over 2.5 per cent in 1986, but an acceleration in 1987 to 3 per cent. Japan, which is anxious to deflect international criticism of its soaring trade surplus ahead of the May summit, is promising 4 per cent growth.

Those growth rates in the industrialised world, however, will not be enough to make a significant dent in the debt problems of Latin American countries, particularly Mexico. It is their predicament which is likely to provide the main challenge to policymakers over the next few months.





Growth of GDP in OECD countries

Percentage rise in volume, annual rate

	US	Canada	Japan	France	Germany	Italy	UK	Others	Total	Total excluding UK	Western Europe
Weights in 1984	35.0	3.4	14.8	10.2	10.2	4.9	6.8	16.6	100.0	93.2	44.6
1973-83	1.8	2.3	3.7	2.3	1.6	1.8	1.0	2.0	2.1	2.2	1.8
1984	6.6	5.0	5.1	1.6	2.7	2.6	1.8	3.0	4.6	4.8	2.2
1985 (estimate)	2.3	4.5	4.2	1.0	2.5	2.3	3.5	2.7	2.8	2.7	2.4
1986 (forecast)	2.6	3.0	4.0	2.5	3.7	2.8	1.8	2.9	2.9	3.0	2.8
1987 (forecast)	3.0	3.0	4.5	2.8	3.5	2.8	1.4	3.4	3.2	3.3	2.9

Source: OECD and NIESR estimates.....

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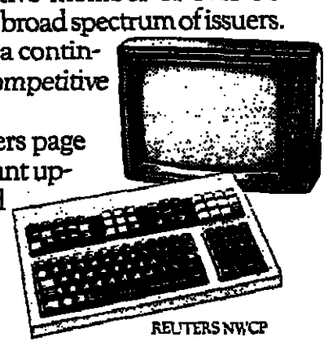

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Market surprised by oil price fall

US domestic bond market

TERRY BYLAND

THE PAST 18 months have seen a high-powered rally in the US bond markets which has been acclaimed as a fundamental shift in perceptions of economic growth and of inflation—the kind of volcanic change that comes only once in a decade, if that.

The reaction of yields in the credit markets to the Group of Five plan to lower the dollar level, the collapse of world oil prices, and the political moves to curb the Federal deficit have indeed been substantial.

Over the past 21 months, yields on long term US Treasury bonds have fallen by about 530 basis points, returning to the 8 per cent range last seen eight years ago. There has been substantial demand for Federal bonds from outside the US, particularly Japan, as global investors first sensed, and then responded to the Group of Five plan disclosed at the end of September, to bring the dollar down from its dangerous peaks.

The powerful rally in bonds was not quite the unbroken, unstoppable avalanche that it may appear in retrospect. Like most carefully-laid plans, the strategy was to some extent overtaken by events not foreseen by the generals.

The collapse of Opec, together with the world prices it sought to sustain, provided a key support to the Group of Five plans by smothering fears that a tumbling dollar might end by rekindling inflation in the US.

While the crumbling of Opec's united front and of world oil prices had been widely predicted throughout 1985, the final collapse took the US bond market, and many others, by surprse. Only in mid-January, signalled by successive routs in oil futures in New York, did crude prices begin to plunge headlong towards their present levels, and acrimony broke out in Opec.

It is worth bearing in mind that it was this collapse in oil prices which convinced investors that inflation had been dealt its death blow and this gave bond prices their final upward thrust. Not all at once, however. There was a brief frisson of nervousness for the whole financial structure as the analysts took another cold look at the Latin American oil country debts hanging menacingly over the US banking system.

Such fears soon abated, however, and the plunge in yields at the longer end of the bond market indicated that it was the improved outlook on inflation which was driving the markets.

Short-term rates have been much slower to fall, and the 7 per cent rate on three month T-bills remained solid until the market began to scent the latest cut in Federal discount rate from 7.5 per cent to 7 per cent.

The unwillingness of short-term rates in the US largely reflects the Federal Reserve's abiding concern over inflation, and the priority it continued to award anti-inflation policies during the period under review.

Mr Paul Volcker, chairman of the Federal Reserve: cheers of relief from bond markets for his views on lower inflation.

Even after the US markets had begun to foreshadow discount rate cuts in Germany and Japan, there was still considerable doubt as to whether the Federal Reserve would follow suit. Only as US economic indicators began to signal renewed sluggishness did the credit markets dare to believe that the Fed would ease its grip.

The accolade came when Mr Paul Volcker the chairman of the Federal Reserve, told Congress in his annual report that inflationary expectations may be receding. "The evidence is that we may be working through that (the effects of an inflationary period)," he said, to the almost audible accompaniment of cheers of relief from the bond markets.

The flattening in the US credit market yield curve which resulted from investors' concentration on the longer end of the market has already shown itself in a massive restructuring of US corporate debt.

After a long period in which US corporations eschewed long-term debt, preferring to finance themselves through commercial paper, and short-term bank credits, the debenture markets have been hit by a huge demand for 20 or 30 year money—by as much as $10bn a week at the peak of the flow.

This heavy commitment by the US business corporations is perhaps the most significant evidence to date of the strong change in perceptions of the outlook for inflation and corporate cash flows. It has clinched the links between the New York financial markets and what industrialists like to call "the real world." It is hard to see how the process could be reversed without an equally substantial reversal of investment attitudes.

Financial markets are nothing if not fickle, so it is not surprising that oil prices have taken over much of the attention that was wont to focus on the federal deficit, which was seen as the fount of all evil and of inflation, in particular. There has been an equally significant shift in Wall Street perceptions on the federal deficit as the Gramm-Rudman-Hollins proposals have struggled with the legislators, and more recently, with the courts.

Wall Street believes that the chances of effective political action to curb the federal deficit are now greater than ever before, even if progress towards that end is confusingly slow. But bond market traders no longer award the highest priority to the anti-deficit battle: the fall in oil prices is seen as a far more effective curb to inflationary pressures.

Only the municipal bond sector has suffered seriously from the political battle over the federal budget, and the damage to this sector could be permanent. The House resolution HR 3838, which proposes significant changes in tax exempt status for municipal borrowers, has virtually choked off the flow of new paper into the municipal sector.

HR 3838 proposes to reclassify municipal debt, with some issues classed as ineligible for tax exempt status and others permitted only under a volume ceiling set by the federal authorities.

Until the smoke clears, state and local authorities are finding it impossible to fund without taking legal advice and also paying investors a small premium for their risk. If HR 3838 becomes law, then the market will have to live with smaller numbers of potential borrowers.

As the US bond markets settle down after the latest co-ordinated moves to lower interest rates by the G-5 countries, Wall Street will be watching carefully for the reaction of foreign investors.

The federals market still expects to face record fundings by the US Treasury during the remainder of this year. Over the past 12 months, Japanese and European interest has been crucial to the Treasury's funding programmes and there have been intermittent "scares" that the Japanese were backing away, or, alternatively, that new mutual funds were setting up in Japan for the express purpose of investing in US treasuries.

The original G-5 move against the dollar raised some fears that the US currency might fall into an unstoppable slide which would threaten the American credit markets as well as much more. Such fears have been reduced, although Mr Paul Volcker, in the same address to Congress in which he praised the anti-inflation trend, also warned that a renewed downward thrust in the dollar could still undo all the good work.

The latest co-ordinated G-5 move, aimed at bringing rates down across a broad front, is expected to shelter world currencies from a repetition of 1985 when US interest rates kept the dollar too high for too long.

With world oil prices still flat, and perhaps headed even lower, the US bond markets continue to take an optimistic view on domestic inflation. Only a substantial fall in the dollar could upset the attractions for foreign investors of the US credit markets. After spending much of the opening months of 1986 watching oil prices, New York bond traders may be spending more of their time watching the currency markets.

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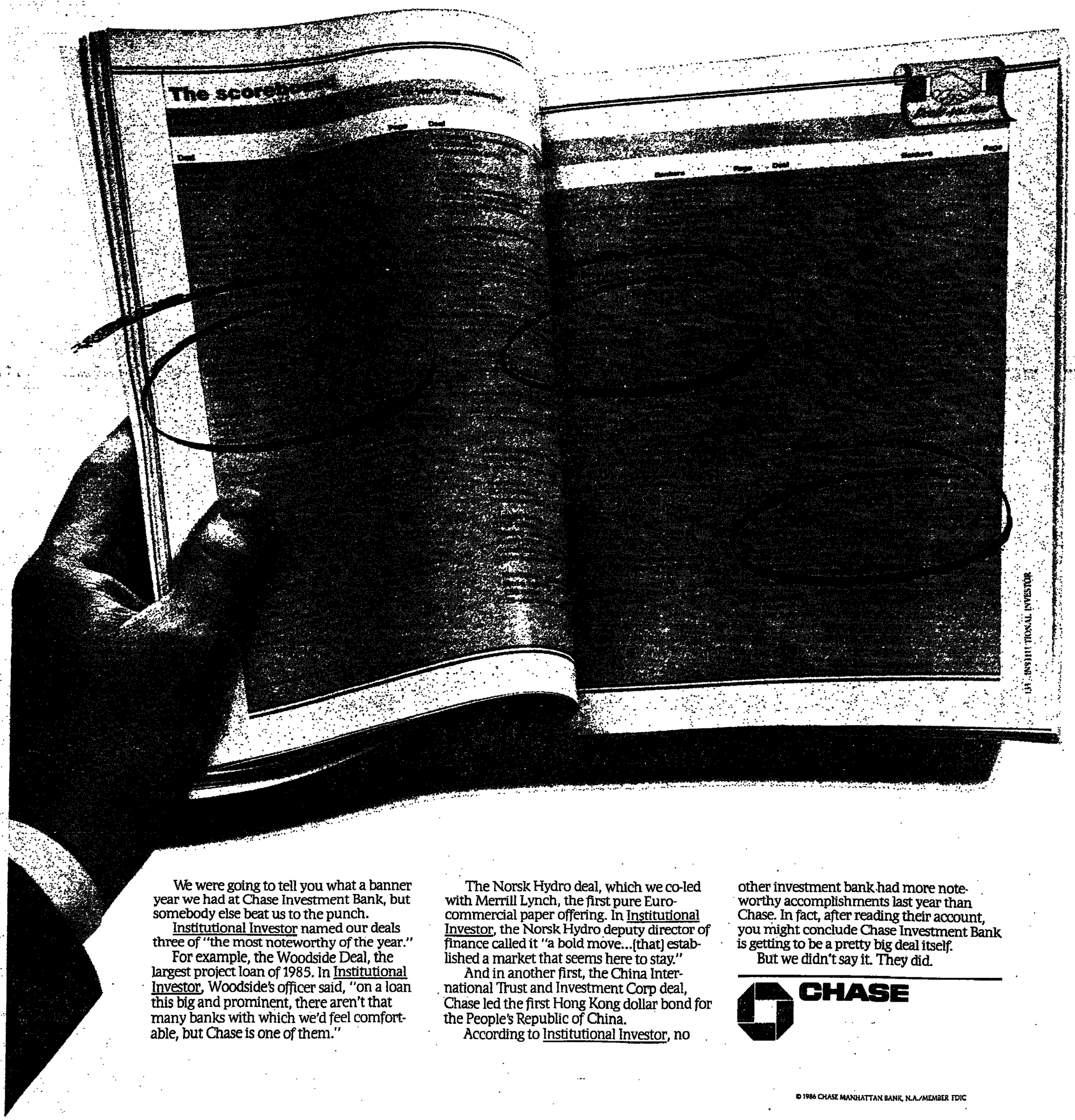

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Hopes pinned on Baker initiative

World debt crisis

PETER MONTAGNON

CONCERN ABOUT Mexico's ability to service its $97bn foreign debt in the wake of plunging oil prices has once again thrust the four-year-old developing country debt crisis into the economic limelight.

Since the start of this year worries have been growing both in and outside the international banking system that more radical solutions than those applied up to now may soon be inevitable. For the first time, with a major debtor, this could include some form of interest relief.

It is easy to see why Mexico has thrown the old methods of dealing with the problem into disarray. The lower oil price will cost the country some $4bn in lost export earnings this year. It has also upset the country's budget calculations as nearly half its fiscal revenues come from oil.

As a result, the previous "cure" of steady fiscal adjustment accompanied by limited amounts of new money is much harder to apply. The fiscal adjustment is suddenly much harder to manage and the fresh finance too much to expect of a jaded international loan market.

It is also clear that pressures from the debtors were mounting even before the oil price drop pushed Mexico once again into crisis. World trade grew much more slowly last year than in 1984.

As a result, debtors found it harder to generate the export revenues they needed to meet their interest bills. With the exception of Brazil, whose growth rate surged to 8 per cent, most faced a setback in the pace of recovery that had started in 1984.

As interest rates remained very high in real terms the debtors also found themselves confronted with substantial net capital transfers to the developed countries. This combined with slow growth left many debtors facing tough internal political strains.

By the second half of last year calls were growing for some more palatable approach by the international community to their problems and Peru's declaration that it would devote to debt service only 10 per cent of its export receipts fired many people's imagination.

At the very least, ran the argument in the debtor countries, debt service costs should be linked to a country's capacity to pay.

Enter Mr James Baker, US Treasury Secretary, with his famous initiative on the debt crisis launched at last year's International Monetary Fund annual meeting in Seoul, South Korea. The initiative was widely seen as a bold gesture designed to deflect many of these problems.

For the first time since the crisis started the US Government was apparently saying that it really cared about the fate of the debtors. Mr Baker's initiative—which calls for continued adjustment by the debtors in return for $20bn in net new loans from commercial banks over the next three years matched by a similar amount from official development banks such as the World Bank—was careful to place a new emphasis on the need for growth in debtor economies.

Baker package

This, it was hoped, would offset what Mr Eduardo Wiesner Duran, IMF Western Hemisphere Director, has called the feeling of fatigue over economic adjustment.

Nearly six months later, however, it is still not clear whether Mr Baker's initiative was an empty gesture, or a meaningful shift in official thinking on the problem. Supporters say a lot of work has been going on behind the scenes and the first "Baker packages" for individual debtor countries will soon be unveiled.

Detractors point to the lack of enthusiasm among commercial banks for fresh lending to developing countries. They say that Mr Baker's initiative carefully avoids committing the taxpayer in the industrial countries from shouldering any of the burden.

The US Government's failure since the initiative was launched to nominate a new and forceful president for the World Bank to succeed Mr Tom Clausen, who retires this summer, suggests that the initiative was more empty rhetoric than a practical concrete solution.

Glyn Genin

Mr James Baker, US Treasury Secretary: his initiative seen as a bold gesture

Meanwhile a host of problems is looming on the agenda. First there is Mexico which is now in the middle of negotiating its financing needs for 1986. Then there is Venezuela, also heavily dependant on oil, which has just signed a $21.2bn public sector debt rescheduling. Its agreement may have to be reopened and substantially changed in the light of falling crude prices.

Argentina also has to negotiate a programme for 1986. Government officials in Buenos Aires say the country faces an extreme squeeze because of low commodity prices, adverse weather conditions and the high interest bill on its $48bn foreign debt.

Peru, which has run up arrears of more than $400m on its $14bn foreign debt, has seen its relations with the IMF go from bad to worse.

Elsewhere Poland, which is hoping soon to join the IMF, will have to renegotiate payments of some $800m due to commercial banks this year. The IMF economic adjustment programme in the Philippines, which owes $26bn is in disarray in the wake of the elections that ousted former President Ferdinand Marcos and South Africa is struggling towards an interim agreement with creditor banks on frozen loan repayments of some $14bn.

Bankers say there is still a chance that all these problems can be solved on the old case-by-case basis. Much depends, however, on developments in the world economy.

Growth rates would have to be sustained in the industrial world so that trading volumes rise, creating new export opportunities for the debtors. Here of course the decline in oil prices actually helps. Not only should it foster general growth, it should also ease the problems of many oil importing debtors such as Brazil and Uruguay just as it damages the exporters such as Nigeria which is also expected to seek rescheduling of its bank loans soon.

Lower oil prices should also lead to lower world inflation and that could push interest rates down, producing yet more savings for the debtors.

Against this background some new finance could be found for hard-pressed debtors, especially if Mr Baker lives up to his promises and allows the World Bank to play a much more forceful role. But it is still a gamble which must pay off soon or the advantage gained with the Baker initiative of last autumn will be lost.

No one yet knows what will happen if the Baker initiative fails. But the risks are clear. Debtors might reject the IMF and take the solution into their own hands. Interest payments on foreign debt might dry up, provoking a fresh crisis for the banking system.

One way or another industrial country governments might just have to foot the bill. That, however, is all still in the realm of speculation. What must be said for now is that time is running short. With Mexico again in crisis the testing time is here.

Lower import bill fuels surge

Japan's capital outflow

CARLA RAPOPORT

"JAPANESE economic power is no longer wielded only by the manufacturing sector. Japanese capital has become one of the most potent economic forces in the world markets."

Those sentiments were expressed last summer by an analyst with Phillips and Drew, the London-based stockbrokers. Since that time, the yen-dollar relationship has flip-flopped, with the dollar now trading at near record lows against the yen. Not a day passes without a major exporter revising its earnings forecast for the current year, while economic forecasters have been paring down their forecasts for GDP growth.

Does a stronger yen mean a slowdown in the mighty flow of capital out of Japan? No, is the short answer. But before considering the reasons, a bit of history is necessary.

Japan emerged as the world's largest creditor nation last year, with net capital outflows of $54.4bn in the year to April, 1985, compared to $26.8bn in the year previously. The money earned on all those VTRs and automobiles left Japan almost as soon as it arrived because domestic interest rates, held down by a net of government regulation, were much less attractive than those on offer abroad.

Most attractive was US Treasury bonds, estimated to account for between 80 and 90 per cent of the money Japan invests overseas.

The corporate sector had become so flush over the past few years that Japanese banks had to look abroad for customers, a fact which helped boost Japanese banks into the first place last year in terms of net assets held abroad. According to government statistics, net cash and securities (long- and short-term) held by Japan's publicly-listed companies rose from Y25,000bn in the mid-1970s to more than Y51,000bn in the beginning of 1984.

Then last September came the Group of Five meeting in New York which agreed that steps needed to be taken to reverse the US dollar's strength. The Bank of Japan did not intervene when interest rates started floating up and the yen started to strengthen against the dollar.

Dollar's slide

Finally, in January, the BoJ realised that a 20 per cent appreciation in the value of the yen against the dollar was solid enough to allow it to cut the official discount rate by 0.5 per cent to 4 per cent. A further appreciation in the yen since then to around Y180 has led many to believe that another 0.5 per cent cut may be on the way in April

This slide in the dollar's value has meant some hefty capital losses for Japanese investors. Nonetheless, the buying of US bonds continues. Net purchases of foreign bonds in January of this year were $5.7bn, only slightly down on December's $6.8bn. Indeed, January's total was the fourth largest monthly total on record.

This is despite the fact that the differential in interest rates between the two countries has narrowed in the past year and could well narrow further if the Fed ever gets around to cutting the US discount rate.

Surprisingly, this flow of funds into dollars, plus the cut in domestic Japanese interest rates, is not harming the yen's new-found strength. In this sense, the psychology of the foreign exchange market has markedly changed over the past year. It seems that the yen is on its way to becoming the hardest currency in the world, like the Swiss franc only better because of Japan's broad-based industrial backing for its currency.

So, where it used to be the case that a weak yen was being sucked out of Japan to higher interest rates abroad, now one has the feeling it is being pushed.

For a major perpetrator behind that push, one need look no further than Japan's fuel bill. Falling oil prices, a stronger yen and lower domestic interest rates have given Japan's chemical companies, oil refiners, utility companies and hundreds of others a tremendous windfall.

Distributing the benefits of cheaper electricity is a politically-charged issue and it may be some time before it is known what the exact affects of cheaper fuel will mean to Japan's GDP growth.

Estimates vary, but oil at $20 a barrel and the dollar at Y180 could knock as much as 20 per cent or more off Japan's import bill. As Japan built up its export machine to pay for its import bill and now that import bill is now about to shrink by a fifth, a quarter or even a third, there has to be more money than Japan can possibly absorb at the end of that equation despite any slow-down in exports due to the stronger yen.

Economists at Morgan Stanley in Japan predict that net capital outflows for the year ended this April will reach $70bn. The following year, they predict a slow-down to around $60bn in part due to increased domestic absorption of the funds.

At the same time, however, a few other factors should be kept in mind. Japan's life insurance companies, currently restricted to placing only 10 per cent of their assets overseas, are about to get a green light for a new ceiling of 20 or 25 per cent.

As of last year, Japanese life insurance companies had about $17bn invested overseas. If the smart fund manager decides that his performance can be improved by moving up to the new ceiling, Japan's capital outflow gets another big push. And then there are Japan's host of agricultural co-ops, credit co-ops, labour credit associations and the mighty Postal Life insurance—all with less than 3 per cent of their assets invested abroad.

Should any of these companies decide to spread their wings into overseas markets, the push could turn into a powerful heave. Indeed, Japan's capital is likely to remain as one of the most potent economic forces in the world markets.

Trend towards globalisation

Liberalisation of markets

ALEXANDER NICOLL

BANKERS IN New York, London and Tokyo may dream of a global financial marketplace in which they are the kingpins: one major centre for each time zone, and round-the-clock business for them as a result.

The trend began with the creation of the Euromarkets and has recently been accelerated by a number of diverse factors. But Frankfurt, Zurich, Paris and Amsterdam—to name just the larger rivals—are unwilling to be left for dead.

The result has been a year of liberalisation in financial markets around the world on an unprecedented scale. New capital market instruments have been allowed in many countries, and expanded use of hedging tools such as futures and options has also been permitted.

The most substantial moves have been made in Japan, which came under heavy pressure from the Reagan Administration to liberalise. The aim was to internationalise the yen and phase out controls on the domestic financial system. There was also a domestic rationale: markets needed to be modernised to help finance the rising budget deficit; the structure was felt to be obsolete, and foreign skills as well as technology were sorely needed.

In Europe, the deregulation process may be likened to a huge game of catch-up, with continental centres trying to prevent the markets in their own currencies from slipping away to London. Ironically, their efforts to deregulate are occurring at a time of upheaval in Britain's already highly liberalised markets.

The "Big Bang" reforms of the domestic stock market, also partly triggered by international competition, have brought a wholesale rethink of the regulatory structure for all London financial markets. Although the final shape is still far from clear, the outcome seems likely to involve increased costs for Euromarket participants who will be asked to finance their own self-regulation.

Bankers fear that Big Bang, though it frees domestic stock market practices, may mean in effect a re-regulation of the much larger international markets based in London.

Elsewhere, deregulation has been spurred by other factors. The subsidence of inflationary pressures during the 1980s has diminished concerns felt by domestic monetary authorities about allowing new money market instruments which could lessen their monetary control.

Internationalisation of currencies was resisted for the same reason. But the advent of the European Monetary Systems has brought greater currency stability within Europe and allayed anxieties on that score too.

Even if central bankers did remain reluctant to relax their grip over monetary conditions, they have been forced to deregulate by developments within the markets themselves, which threatened to isolate any individual markets failing to keep up.

The most potent of market trends has been the growth of swaps, which link bond markets to each other. Currencies which are difficult to swap are les s attractive for raising money, potentially making bond markets become illiquid and outmoded.

The development of swaps is part of the heightened sophistication of financial markets, which countries seeking more efficient markets ignore at their peril.

It also illustrates a trend towards globalisation by the biggest banks and securities houses which has been aided by improved communications. Increasingly, they want to be able to trade all types of securities in and out of every marketplace, at all times.

Although this may seem an impossible dream, it is a powerful force at work. The muscle of big Wall Street houses and demanding institutional investors who want to deal as cheaply as possible has proved a challenge for the foreign markets in which such institutions increasingly want to operate.

Anomalies

Liberalisation creates anomalies, however. West Germany allowed floating rate notes to be issued last year, but quickly found that trading in them migrated to London partly because of stamp duty which is payable in the home market.

In Japan, the granting of licences to foreign financial institutions means that they have a scope of activities not permitted to domestic firms. Citicorp, for example, can be a commercial bank, a trust bank and a securities firm.

One of the first significant liberalisation moves was actually made by the US, which abolished withholding tax for foreign buyers of US bonds. This seemed likely to draw the US and Eurobond markets closer together, and to attract foreign investors into the US market at the expense of other markets. In practice, the impact of the US move was limited.

In Japan, virtually all regulatory bariers to the growth of the Euroyen market have been lifted. Last April, medium- and long-term yen loans to non-Japanese borowers were permitted and the scope of Euroyen bond issues was expanded. Floating rates notes, zero coupon and dual currency bonds are all allowed Withholding tax was abolished for non-resident holders.

Japan has also opened up the short-term money markets. Limits on certificate of deposit issues have been relaxed, and money market certificates and bankers acceptances have been introduced. Interest rate ceilings on deposits have been phased out. The Tokyo Stock Exchange has launched a futures market in government bonds.

Most of these new markets have been slow to get off the mark. But foreign companies have not been slow to make plans for their admission into markets previously closed to them such as the Tokyo Stock Exchange and trust banking.

West Germany last year sharply expanded the Eurobond market in its currency with the permission of D-Mark floating rate notes, zero coupon and dual currency issues. Coupon tax has been abolished. Certificates of deposit have been allowed. Foreign banks were allowed to lead manage bond issues through their German subsidiaries.

The Netherlands, whose markets are closely linked to those of West Germany, later introduced a similar package which came into effect at the beginning of this year. Bullet issues, floating rate notes, commercial paper and CDs were allowed for the first time.

France last year reopened the French franc Eurobond market and eased some exchange controls so that greater use could be made of instruments such as currency options. Commercial paper has been permitted. A futures market in French government bond was launched in February.

Switzerland, however, has been more cautious. It has lifted a SFr 200m limit on bond issues by foreign borrowers. Switzerland is anxious, however, that control of its markets should not slip away from its own banks.

Market struggle

CONTINUED FROM PAGE 1

It is not as if the rapidly growing market in Euronote issuance facilities provides much real compensation for this decline. Business in this sector advanced strongly in 1985 to $50.2bn from $23.3bn in 1984, but this total represents a theoretical maximum of actual lending.

Drawings under Euronote facilities are in fact much smaller, amounting probably to not much more than $15bn. At this level the size of the Euronote market is still less than a tenth that of the commercial paper market in the US.

That leaves still a growing market in Eurocommercial paper which does not require any underlying back-up banking credit. The volume of such programmes is growing apace, creating new short-term opportunities for investors in the securities market. Another new area is the growing interest in international equity issues in which shares are placed through traditional Eurobond channels.

These two markets offer a glimpse of a brave new world in which all types of investment can be offered globally without any national restraint. That is the style to which the international capital markets aspire.

It is perhaps an appropriate ideal at a time when the City of ondon, still the hub of international finance, is itself gearing up for a revolutionary change in which the old barriers between stockbroking, merchant banking and commercial bank will successively be broken down.

Suffice it to conclude, however, on a mildly cautionary note. There is often a world of difference between the vision and the reality. Profits have become harder to earn and turbulent times could still lie ahead.

BORROWINGS ON INTERNATIONAL CAPITAL MARKETS

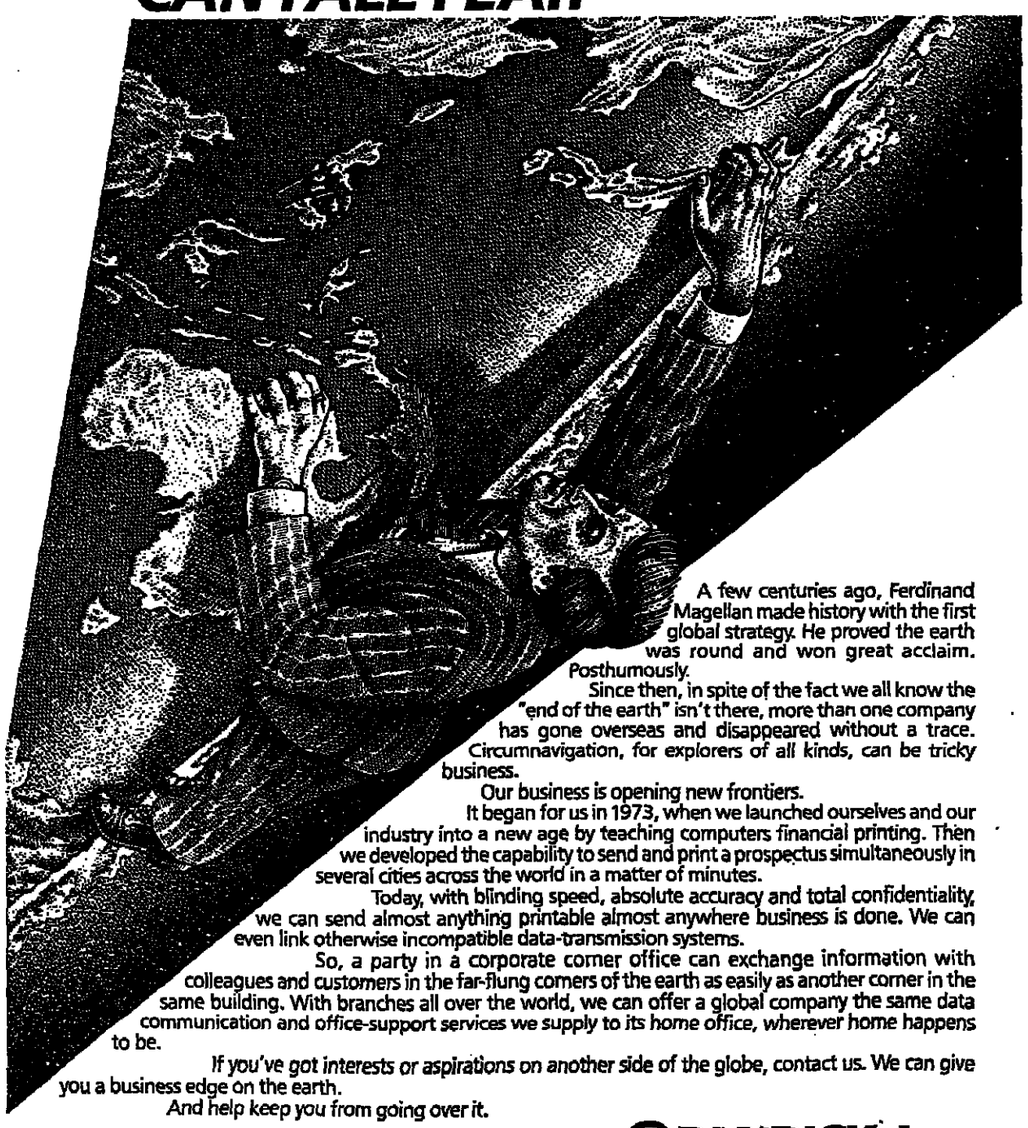
(US$bn)

	1983	1984	1985*
Bonds	77.1	111.5	167.7
of which: at floating rate	(19.5)	(38.2)	(58.4)
Syndicated bank loans†	67.2	56.8	43.2
Note Issuance Facilities and other facilities‡	9.5	28.8	50.2
Total	153.8	197.1	261.1

* Provisional.
† Excluding loan renegotiations ($5.2bn in 1984 and $15.9bn in 1985).
‡ Excluding merger-related standbys ($26.5bn in 1984 and $6.3bn in 1985).

Source: OECD.

HOW A GLOBAL STRATEGY CAN FALL FLAT.



A few centuries ago, Ferdinand Magellan made history with the first global strategy. He proved the earth was round and won great acclaim. Posthumously.

Since then, in spite of the fact we all know the "end of the earth" isn't there, more than one company has gone overseas and disappeared without a trace. Circumnavigation, for explorers of all kinds, can be tricky business.

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U.S. $100,000,000

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Banque Nationale de Paris
Banque Paribas Belgique S.A./Paribas Bank België N.V.
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January 1986

Risks yet to be tested

Debt swaps

ALEXANDER NICOLL

NO RELIABLE estimates exist for the size of the global market in swaps, but it is big. Not only have swaps been the driving force behind the development of the Eurobond market in the past couple of years, but they have also become the subject of an active interbank secondary market.

The spectacular growth puts new pressures on banks jostling for position in the swaps market. It also raises uncertainties, still to be resolved by regulators, about the risks. The effect on corporate users can be to transform their liabilities, so that debts recorded in balance sheets may not accurately reflect the level and nature of interest a company is due to pay.

Swaps grew out of the scope aspirations in financial markets to a new, sophisticated degree of management of liabilities and risks. They can afford substantial savings in interest costs, and provide effective, long-term hedging against currency risks.

Just as important is their flexibility: a corporate user, as with other developing products such as options and forward-rate agreements, can have a package tailor-made to suit requirements.

Such needs represent the fundamental basis for the market—just as a grain futures market is based on the needs of grain farmers.

Important liquidity is provided by the growing trading market in short-term swaps among banks which effectively treat them as one among many interest rate instruments which they can use for speculation and hedging.

Swaps grew out of the scope for arbitrage opportunities between different capital markets. Two companies with differing credit profiles could each achieve savings and get the sort of debt they wanted by swapping part of their liabilities with each other.

In the simplest typical example of an interest rate swap, two companies each save money by swapping the payments stream — not the principal — from fixed to floating rates and vice versa.

Take for example, a bank which is a top-rated credit and can raise money at cheap fixed rates of say 7 per cent, but would prefer to borrow at cheap floating rates. This company (ABC Corp), if it were to enter the money market without swapping, its cost of funds would be, say, London interbank offered rates (Libor). Another company which is a lesser-rated credit and has to borrow at floating rates, say Libor plus 1 per cent, may prefer to lock in a fixed rate. Notionally, this company (XYZ Ltd) would have to pay 10 per cent if it borrowed at fixed rates.

Though each remains responsible for its debt, the two companies agree to make regular payments to each other. Based on their (equal) amounts of debt, ABC pays Libor to XYZ, and XYZ pays 8 per cent to ABC. Netting out these payments with those to their own creditors, ABC's total cost of funds is Libor minus 1 per cent, and XYZ's cost is 9 per cent.

Though this example exaggerates the advantages normally to be gained, each party has achieved the type of payment it wanted, and at one percentage point below what it would have paid if it had gone directly for the regimen it wanted.

Few examples will be as simple as this and most will involve an intermediary such as a commercial or investment bank or broker. Often the parties will deal directly with the intermediary which will take on the risk as principal and then attempt to offset it through matching agreements with other parties.

Arbitrage

What happens in such a case, however, is an arbitrage between the two companies' relative credit standings. ABC sells its relative advantage in the fixed rate market to XYZ. The price paid by XYZ is used to offset ABC's floating rate cost of funds. XYZ, in return, has acquired relatively low-cost access to the fixed-rate market.

The attractiveness of this process has probably been the greatest stimulus to the rapid growth of the Eurodollar bond market in the past two years. Many issuers, often banks, issue fixed rate Eurobonds on very tight terms to enter an interest rate swap which will give them funds below Libor.

Bankers Trust, in a recent Euromoney supplement, noted estimates that about 75 per cent of Eurodollar bond issues are swapped. "The advent of the swap market has also meant that the Eurodollar bond market now never closes due to interest rate levels: issuers who would not come to market because of high interest rates now do so to the extent that a swap is available."

This availability, depends on the behaviour of the spreads between Eurobond yields and those on US Treasury issues, it says.

Interest rate swaps are the largest segment of the swap market, and are still developing. Use of US commercial paper yields as a basis instead of Libor gives swappers access to that highly selective market. It has also created the "basis" swap, in which borrowers exchange one type of floating rate fund for another.

Last year saw an explosion in the type of swap which originated the market: the currency swap. This vehicle, which differs from the interest rate swap in that parties exchange the debt principal, was first used by the World Bank in 1981.

Borrowers can use one market where they sense particular demand for their paper—and therefore borrow at cheap rates—and swap into the currency that they need. The process can involve an interest rate swap so that they also switch from fixed to floating rates. They may also obtain long-term protection against, for example, a severe appreciation of the currency in which debt is denominated.

The attractions of this, as well as widespread deregulation, have substantially boosted previously small or non-existent sectors of the Eurobond market. According to figures compiled by Salomon Brothers, new Eurobond motivated by currency swaps jumped to 30 (worth a total of nearly $20bn) in 1985, from 105 worth just under $6bn in 1984. Of non-dollar issues, 25 per cent were swapped in 1985 compared with 9 per cent in 1984.

Sectors of the Eurobond market which have benefited include the European Currency Unit, which saw 63 swap-driven Eurobond issues last year, worth $2.97bn, according to the Salomon figures. Swap-driven Euro-yen issues rose from four to 57 worth $5.6bn Australian dollar issues from four to 52 worth $1.85bn, and New Zealand dollar issues from zero to 35. US bond issuers were the most important users of the market, with 94 issues driven by currency swaps, followed by Japanese borrowers with 49.

Since Salomon's $20bn estimate represents one part of the primary swap market, leaving aside interest rate swaps and the secondary market, it is obvious that the overall size of the swaps market is very large.

This growth has many implications for intermediaries who arrange swaps. A swap will only work if borrowers with matching requirements can be found, so the onus is on banks to develop a worldwide customer list of international borrowers, and close integration between bank offices in different time zones.

"To succeed in swaps you need a presence in the major financial centres: New York, London and Tokyo," says Mr David Gelber, executive director at Chemical Bank in London. "It is fairly rare to find two counter-parties in the same location, so we are set up as a global team."

Winning the swap on a Eurobond issue will depend on putting in a fine bid within minutes. There would rarely be time to find an exact counterparty. Banks will take the risk and find a counterparty afterwards. Many have, therefore, built up swap "warehouses" so new positions they take on can hopefully be matched, or at least offset, against something already in store. Warehousing also gives banks substantial positions from which to trade.

Pressure

The rapid and competitive growth of the market has put pressure on the margins that can be earned. A bank with a swaps "warehouse" now has far less room for error.

Risks inherent in swaps have yet to be tested by a major accident. Swap defaults have been rare, small, and settled privately. Swaps involve a credit risk—that the counterparty will go bankrupt or otherwise be unable to meet payments due under the swap agreement; and a market risk—that at the time of default, interest or currency rates have moved against the non-defaulting party.

Swappers, therefore, need first to use just the sort of credit analysis of their counterparty that they would employ in another credit transaction.

Collateral in the form of US Government or other marketable securities is often demanded. But Mr Gregory Hsu, a vice-president of Chemical Bank in New York, said in a recent paper that many counterparties are restrained from posting collateral by negative pledge or *pari passu* clauses, and that the legal efficacy of such collateral in US bankruptcy cases may in any case be in doubt.

"Some financial institutions do not believe that collateral diminishes credit risk," he says.

Some bankers see other risks arising from the general decline in interest rates. Many swap agreements involve weaker companies which contracts swaps to reduce the impact of their weakness on borrowing costs.

In the example quoted earlier, XYZ locked in a fixed rate at 9 per cent. But suppose interest rates fell substantially below this level. It would be locked in to an uneconomically high rate, and consequently more exposed, rather than less, to bankruptcy.

That possibility exposes the counterparty, whether it is a bank intermediary or other company. Central banks have been studying the potential risks of swaps, but have yet to publish their conclusions.

It already seems clear that swaps, far from being a passing phenomenon of arbitrage which is naturally ironed out in the market like most arbitrage opportunities, will be a lasting instrument in financial markets. The latest development, which also seems set to grow, is the swapping of assets instead of liabilities to improve and protect investment returns.

Ingenuity of structures seems unlimited

Mortgage-backed Securities

MAGGIE URRY

THESE DAYS almost anything can be turned into a bond, it seems. Assets can be used to provide security to back a debt issue and such has been the growth of this business that the range of securities is wide. It has reached so far that in the US the authorities have been forced to question whether a grapefruit is a security, after fruit-farms were employed as backing for issues.

The most commonly used security is still mortgages, and particularly the mortgage paper guaranteed by the US government mortgage agencies, *primarily the Government* National Mortgage Association (Ginnie Mae), the Federal Home Loan Mortgage Corporation (Freddie Mac).

These bodies help to provide finance for residential mortgages in the US through raising funds to invest in the mortgage market.

It has now become quite conventional for a US issuer, typically a savings and loan association, to launch a Eurodollar bond issue backed by mortgages and other top grade paper. Collateral of more than 100 per cent, with the figure depending on the type of security used, of the principal amount is maintained so that default by the borrower would not entail losses to investors.

This is a particularly convenient type of backing for savings and loans issuers because they hold huge amounts of this type of paper on their books already. Often these securities could not be easily sold, except at a loss, but can be used to secure new borrowings.

These issues, which are generally of floating rate notes, then receive a AAA credit rating because of the strength of the collateral. As a result terms on the issues can be finer than the issuer could have achieved on its own account.

At first investors were rather wary of these types of issues, particularly as savings and loans are not regarded as strong credits. However, they have now come to accept the idea, though even so these bonds trade slightly less well than a true AAA rated floater would.

The only drawback is that as the collateral is paper from US government agencies the bond must be in registered rather than the bearer form preferred by retail Eurobond investors. This matters little, though, in the case of floating rate notes which are usually purchased by institutional investors, such as banks and insurance companies.

A further development has been the introduction of Collateralised Mortgage Obligations (CMOs). Here the bond issue is serviced by the collateral cash flows and the bonds have an average life, with repayments made as the collateral is repaid.

Early this year Salomon Brothers, one of the leading firms in the mortgage-backed securities market, launched a four tranche issue for Mutual Benefit, the US insurance company. The bonds were backed by commercial mortgages. Unlike the residential mortgage market in the US, there are no established agencies for repackaging commercial mortgages.

Complex issues

In the Mutal Benefit case, the bonds were secured by commercial mortgages and other high quality investments, so that the cash flow from these would at all times cover the interest and principal repayments on the bonds. These types of issues can be rather complex and take some time to explain to investors.

Another type of mortgage backing for bonds are "pass-through" securities. These too have come to the international markets from the US. Last autumn Freddie Mac launched a $100.14m Eurobond issue described as "Multifamily Plan B Mortgage Participation Certificates."

Each certificate represents an interest in a pool of fixed rate mortgage loans on properties containing five or more units. Investors receive monthly payments of interest and principal which are "passed-through" from the payments on the mortgages.

Bankers have gone even further with bonds secured on property. Last summer *Goldman* Sachs created a two-tranche bond issue to finance a new company set up to own the Rockefeller Centre building in New York.

The issue comprised two tranches, a coupon bond and a zero coupon bond, both convertible into the shares of the company at maturity after 15 years. The interest payments on the coupon bond were low to start with but were set to rise later as the building's value increased.

Late last year Salomon Brothers launched two issues based on other New York property. One for Olympia & New York Maiden Lane, is secured on an office block in Maiden Lane. The bonds were backed by the building, the rents from the tenants, and a credit insurance policy from Aetna Casualty & Surety.

The other for Fisher Brothers Financial Realty is secured on a 43-storey office block in Manhattan, plus a letter of credit and pledged bank account or eligible securities.

The ingenuity of bankers *seems to have* no bounds when it comes to devising structures for bond issues and this area of property backed bonds is expected to be one of growth for the Eurobond market.

Even British banks are coming into the market with bonds secured on pools of UK residential mortgages. Morgan Grenfell led the way last year with an issue for a vehicle company, called Mortgage Intermediary Note Issuer (Mini). That launched a £50m floater backed by a pool of 1,200 mortgages purchased from Bank of America.

Defaults on mortgages in the UK are only a tiny proportion of the total lent, and with a guarantee from Bank of America that it would cover losses up to £2¼m, investors felt the security was good.

The issue enabled Bank of America to take the mortgages off its own balance sheet and so increase its scope to make more mortgage loans. With the competition between banks for mortgage business intense, more such issues are expected.

The mortgage-backed bond industry is vast i nthe US and bankers believe that the Euromarkets could also cope with a much larger volume than has been seen so far.

In the US the trend to securities loans and then sell them *has extended far* beyond simple mortgages to car purchase loans and even credit card debts. That trend may take some time to come into the Euromarkets, but bankers are already looking ahead to welcome it.

Who is KfW?

KfW is a unique financial institution... one of the ten largest banks in West Germany. It offers a safe, prime-quality opportunity for investors. In particular, its bonds and notes are available on much better terms now that the withholding tax has been abolished.

KfW is fully backed by the Federal Republic of Germany. It is active at home and abroad. Its loan portfolio is almost entirely on a secured basis.

KfW stands for Kreditanstalt für Wiederaufbau – which means "loan corporation for reconstruction." Since being set up by law in 1948, it has played a major role in the growth of West German industry and in development of the country's trade and foreign aid. It is a respected name in West Germany's capital markets.

KfW's capital is held by the Federal Republic of Germany (80%), and the federal states (20%).

KfW promotes the German economy by providing finance for capital investment in German industry and furthering the exports of German capital goods. It also channels German Government assistance to developing countries.

As a rule, the Bank's **domestic lending** is conducted through commercial lending institutions on a secured basis. These assume full liability towards KfW for the repayment of the loans. KfW's long-term **export credits**, provided mainly for exports to developing countries, are guaranteed by the Federal Republic of Germany through Hermes (the German export credit insurance body). Loans and grants to developing countries, while administered by KfW, are solely at the risk of the Federal Republic of Germany.

All development operations and part of the export credits and domestic loans are financed directly from Federal Government budget allocations. About 70% of KfW's funding requirements are arranged through the capital markets.

As a corporation under German public law, KfW is generally exempt from the provisions of the German banking laws and is directly supervised by the Federal Government. This supervisory function has been delegated to the Federal Minister of Finance, who is Chairman of the Bank's Board of Directors. Other board members are the Federal Minister for Economic Affairs and the President of the Deutsche Bundesbank. According to German public law, KfW is completely backed by the full faith and financial strength of the Federal Republic of Germany.

Highlights of KfW's balance sheet 1985
– in DM billion –

Balance sheet total	85.8
Loans granted	71.5
Liabilities in respect of banking operations	64.5
Bonds	7.9
Capital and reserves	3.3

KfW's first rate standing in Germany

The domestic marketplace has conferred to KfW a privileged position. KfW securities rank as prime quality instruments comparable to the top rated bonds and notes issued by the Federal Republic.

KfW bonds may be used as trust investment and qualify for investment by insurance companies, according to German law. One of the reasons for KfW's top rating in the capital markets is the high proportion of credits covered by guarantees as required by the law governing KfW.

KfW's funding requirements arranged through the capital markets totalled DM 8.4 billion in 1985. Bonds with maturities of up to 10 years and medium-term notes made up about 44% of this amount, and Certificates of Indebtedness (Schuldscheine) 56%. While the latter have always been free from the withholding tax (and have in the past been placed substantially with international investors), all bearer instruments are exempt from the withholding tax as from August 1, 1984 and are open to the international market.

What does all this mean to the international investor?

Investment in KfW securities is a thoroughly secure means of placing funds on favorable terms.

KfW bonds, notes and Schuldscheine are issued in substantial amounts, and highly liquid secondary markets exist for these instruments.

Since the repeal of the German withholding tax all KfW securities have become an attractive opportunity for the international investor.

To sum up, KfW holds a unique position: an institution majority-owned and fully backed by the Federal Republic of Germany, hardly exposed to lending risks and ranking among Germany's Top 10 banks. Thus KfW securities are of prime quality and a safe opportunity for German and non-German investors.

For information please contact

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UBAF LONDON

Swiss connection is prominent

Euroequities

ALEXANDER NICOLL

THE MODERN financial officer's dream is to distribute shares globally. Spreading the equity base over as geographically broad a base as possible is seen as a sound foundation for a share price, since a wider range of investors is tapped.

This fashion has produced a new market over the past year: or rather, the blurring of distinctions between well-established ones. For Euroequities really represent the application of Eurobond sales techniques to equity markets.

International share issues are not new. Many companies have obtained foreign listings, and many have sought equity funding outside their home country. Scandinavian companies, for example, have found domestic markets too small to finance their expansion and have consequently turned abroad.

Several factors have been at work to push this process into a higher gear. The chief stimulant has been the sheer strength of equity markets all over the world. This has spurred companies to issue shares, and investors to buy them.

More competitive

It has created a more competitive atmosphere among fund managers worldwide, and encouraged some of them, including continental institutions accustomed to making trouble-free fixed income investments, to look more closely at equities.

Improved communications have made such investors more aware of the opportunities to be had in markets away from home, and more able to deal in them.

The biggest securities houses, meanwhile, have been steadily building up their share trading and research capacities so that a telephone, round-the-clock secondary market has developed in the paper of several hundred companies of many nationalities. It is natural that such houses, when they have new issues to sell, should attempt to tap the same range of international clients.

It also seems logical to attempt to apply to equities the well-tried Eurobond syndication system of rapid distribution, particularly when all investment banks are seeking new fee-paying niches in an increasingly competitive environment. But by no means all international equity offerings have used the Euroequity structure. Many simply apply domestic methods to foreign issues.

Placing shares is not the same as placing bonds. After several debacles—such as the immediate return to the UK of virtually all the British Telecom shares sold in the US at its privatisation—the emphasis has been on reducing "flowback."

Nothing can prevent the eventual sale of shares by an investor who, after all, bought them with the aim of making a profit and decides to take it.

For issuers, the key problem is to ensure firm initial placement with foreign investors who do not simply sell back into the domestic market. If this occurs, the company's purpose is defeated at the cost of a potentially shaky share price and wasted commissions paid to foreign issue managers and underwriters.

Eurobond syndicate managers have devised differing structures designed to prevent "flowback." Credit Suisse First Boston has led a number of issues in which it has a fairly small lead management group and attempts to keep tight control over the placing of the shares.

Swiss Bank Corporation International has devised a more elaborate system in which individual banks are delegated to manage placement of tranches in their home countries in Europe. There are other variations depending on the issuer's specific origin and needs.

The Swiss connection of many leading investment banks involved in the business is not coincidental. By far the largest proportion of international equity issues is placed in managed accounts at Swiss banks.

Although there have been no serious accidents so far in this market, the true placing power of the banks involved is still open to question. There are still suspicions that the eagerness of investment banks to get the deal — particularly those who are well accustomed to the Eurobond market—may exceed their ability to find investors who actually want to buy the paper.

High reputation

The result can be that, although an issue appears to be firmly underwritten and placed, parts of it may actually trickle back into the domestic market.

An example of how international equity placement can work well would appear to be the role of Cazenove, the independent and secretive UK stockbroker which is not known for its role in the Eurobond market. It has a high reputation for placing UK shares with its client list, and has taken part in quite a number of international issues.

There remain, however, other doubts and risks. Investors in different countries may view companies and sectors differently, putting a higher or lower rating on them than would apply elsewhere. The issuer risks finding that the price of the issue is at the level of the lowest common denominator.

International share distribution by companies whose domestic stock markets are small creates the danger that bad news will trigger heavy foreign sales with a disproportionate impact on the share price. Companies with substantial foreign shareholdings have an added responsibility to educate their shareholders and to keep them abreast of the company's performance.

This is particularly necessary because of the wide differences between countries' accounting principles and disclosure rules. For similar reasons, securities houses which tout shares internationally also face added demands for research.

Questions also hang over the marketplace itself. Unlike most instruments traded in the Euromarkets, equities stand a substantial chance of ending up with the unwary retail investor.

The need for reasonably common standards of investor protection thus arises if a truly global market is to develop. Regulators such as the Securities and Exchange Commission have raised some of the issues, but talks have yet to go far.

In the creation of a new structure for the City of London, the international equity market is the subject of particularly delicate talks. International securities dealers feel they have a lock on the market, but the Stock Exchange is acutely aware that top British companies are internationally traded. It does not want to lose them.

The new structure will require every securities market to have acceptable price reporting and settlement systems, so the tw sides are discussing whether a joint effort will fit the bill. Other systems, such as Reuters and Instinet, are snapping at their heels.

The biggest test for the bold new world of global equities, in which over half the business in ICI shares is said to be in New York and over half Sears Roebuck trades in Japan, will come however when stock markets around the world turn downwards.

Exchanges sense rich pickings

Futures and Options

ALEXANDER NICOLL

FOR YEARS dealers and exchanges have been puzzling how to create a futures contract providing a true hedge for Eurobonds. Dealers taking positions in that market can protect themselves with US Treasury bond futures, but may find the protection to be less than perfect if prices in Europe and New York diverge.

Given the huge size of the Eurobond market, with $134bn new issues launched last year alone, futures exchanges sense rich pickings. They are constantly on the look-out for new products, because they compete intensely with each other, and because there is always a tendency for contracts to reach a peak of popularity and then go out of fashion. Each exchange wants to bring out tomorrow's hot products.

The problem has been finding a representative barometer of the performance of the Eurodollar bond market — it is assumed that, at least initially, futures would be traded on dollar straight bonds. Borrowers, maturities, and other issue features are diverse.

The London International Financial Futures Exchange (Liffe), which considers it should be in the forefront of London's central position in the Euromarket, conducted a study several years ago but gave up the initial attempt.

Interest has been renewed, however, by the Chicago Board of Trade's introduction last year of a futures contract based on an index of municipal bonds. An index of the large and similarly diverse market was devised with price input from leading dealers, and given a stamp of independence with the imprimatur of the Bond Buyer, a daily trade newspaper.

Exchanges now believe that through this mechanism the basic problems in creating a Eurobond index have been solved. Both leading Chicago exchanges, the CBT and the Chicago Mercantile Exchange are now hot on the trail of an index viewed as independent by the Eurobond market, and Liffe hopes to introduce a contract this year. It is understood to be discussing a possible link with the CBT on the project.

Strong demand

On the hedging side, there would appear to be strong demand. Both borrowers, issuing houses and investors in the Europbond market would all be interested, particularly in using futures—and, potentially, options too—as part of their increasingly sophisticated investment and hedging strategies.

The key to success for any futures contract, however, is the liquidity provided by speculators, especialy the Chicago community of locals, and by arbitrageurs. Plays between the Eurobond and Treasury bond contracts—the CBT's T-Bond futures are themost active interest rate futures contract—should offer interesting opportunities for arbitrage.

The entry of locals, however, is always unpredictable. It is possible that Wall Street firms, which dominate the T-Bond pits and turn over futures contracts actively in the same way that they trade securities, could provide significant liquidity to a Eurobond pit just through trading.

That futures contracts can flop spectacularly and despite the best efforts of exchanges was shown vividly last year with the competitive launch of futures and options on indices of over-the-counter equities. The Chicago exchanges spent millions of dollars on development and marketing, and there is no sign yet that any of the contracts will take off.

That a Euro-contract can succeed in the US has been demonstrated, however, by the growth of business in the CME's Eurodollar three-month deposit futures. This has effectively replaced both T-Bill and CD futures as the dominant short-term interest rate future.

The chances for a Eurobond contract, both futures and options, must also be enhanced by the Eurobond market's familiarity with many of the concepts involved. Many Eurobond issues now involve features which are similar to options and involve options pricing methods. Many bond issues now have warrants attached—in some cases, they are issued only on the exercise of an initial issue of warrants.

The principles of both currency options and interest rate options, including rate caps and similar products, have come strongly into play in the bond market.

The swaps market, which has been one of the most powerful forces behind the Eurobond market's growth in the past few years, is closely related to futures, with risks taken in the short-term swap market often offset on the futures market.

If Eurobond futures and options are created, they will be the latest in a rapid stream of new bond contracts. The soaring US budget deficit, requiring heavy financing which Wall Street firms, effectively as underwriters, needed to hedge, set the scene for an extraordinarily liquid market not only in the cash market but in debt futures and options. Other countries have spotted the benefits and encouraged imitation.

Contracts on UK gilt-edged securities are being expanded by Liffe. It has added a short gilt future to its long gilt, and now offers options on the long contract as well.

The London Stock Exchange trades options on selected gilts. Business has been steady, but generally fairly slow to expand, but is expected to increase substantially this year with the "Big Bang" reforms in the City of London.

Instead of being dominated by two market-making firms as it was for many years, the gilt market will have 29 primary dealers, many of which are already established on the Liffe and Stock Exchange floors.

Japan launched futures on Government bonds last year. The market, at the Tokyo Stock Exchange, received an early setback when the Government raised interest rates in the first week of trading, catching unawares many traders and investors who had entered the futures market in "congratulatory" trading to help the launch. But it has since been recovering.

France last month saw early success for new futures contracts on French government debt, and is already considering other candidates for futures. Even in Rio de Janeiro a government debt futures market was launched last year.

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Marketmakers in Euroyen Straight Bonds and Dollar Floating Rate Notes

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High-yield bonds are big business on Wall Street but there are considerable doubts about the risks.

Brash, hair-curling issues

Junk Bonds

WILLIAM HALL

MR TED TURNER, 47-year-old chief executive of Turner Broadcasting, is regarded as a maverick in the media business but in the shadowy world of Wall Street's "junk bond" industry he is regarded as a Titan.

"Junk bonds," also known as high-yield bonds, speculative grade debt or non-investment grade securities, are big business on Wall Street and Mr Turner is seen as one of the new prophets in an industry which is still dominated by "fallen angels" — companies which have fallen on hard times and had their debt downgraded into the speculative category by the major credit rating agencies.

Companies such as Texaco, Union Carbide, Trans World Airlines, Montgomery Ward and International Harvester do not like to advertise the fact that many of their securities are ranked as junk bonds, but Mr Turner does not share their shame. Quite the reverse.

He is in the process of raising one of the biggest junk bond issues in US corporate history and last month was boasting that he owed more than $2bn. more than some smaller Third World countries, he noted. "I'm pretty proud of that. Today, it's not how much you earn, but how much you owe," said the irrepressible Mr Turner.

Mr Jim Grant, publisher of Grant's Interest Rate Observer, a New York-based newsletter, has taken a look at Mr Turner's latest junk bond prospectus for $440m of zero coupon notes and says it "makes his hair curl."

"To start with, Turner Broadcasting itself was unprofitable in the nine months ended September 30; MGM (which Turner is acquiring) was unprofitable in its 1985 fiscal year and the two companies combined would have rolled up losses in the quarter billion-dollar range in the first nine months of 1985," says Mr Grant. The idea behind the merger is that Turner will get the MGM film library and liquidate, as quickly as possible, the studio's film production and distribution assets.

Suspicious

"He'll apply the proceeds to the reduction of the merger debt—unless, of course, he can't sell, in which case he'll have to hope for the best," says Mr Grant who is one of the more suspicious observers of the growing popularity of the "junk bond market."

Mr Turner is one of the most aggressive users of this market and his success has attracted other highly-leveraged and untested companies to follow in is footsteps. Drexel Burnham, the New York investment bank which has pioneered the growth of the market, says that there were $82bn of below investment grade bonds in issue at the end of last year.

Over the last three years more than $40bn of high-yield bonds have been issued, and another $6bn of junk bonds are in the process of being sold into the market. This compares with an average of no more than $2bn a year of new junk bond issues in the four years to end 1982. Clearly "junk bonds" have become an essential part of the corporate finance lexicon.

Moody's, the US credit rating agency, estimates that there were 212 new issues of speculative grade securities in 1985 totalling $17.8bn. This was equivalent to 19 per cent of all new US corporate debt issues. In 1984 there were 177 issues totalling $17.8bn, or 29 per cent of all new issues volume.

Mr Christopher Baldwin, a vice-president of Moody's which has recently expanded its scrutiny of this area, says that "despite the high risks and government restrictions on the use of borrowed funds, we do not regard the speculative grade market as a passing fad."

As long as the spreads between corporate issues and US Treasury issues remain narrow, "money managers will be motivated to consider high-yield issues as a means of enhancing performance," he believes.

Drexel Burnham argues that the incremental returns from high-yield bonds can work wonders for a big institutional investor over the long term. In its booklet, "The case for high-yield bonds," the bank cites the example of two investors each starting with $100,000 and a 25-year investment span.

The investor who puts the money into government bonds yielding 12 per cent will collect $1.84m, or 18 times his original investment, while the "junk bond" investor who invested in debt earning 15 per cent will have earned $3.7m or 37 times the original investment.

Supporters of junk bonds often draw on a study by W. Braddock Hickman in 1958, which demonstrated that bonds below investment grade had an annual total return over 3 per cent higher than that of conventional bonds between 1900 and 1943. However, other investors are sceptical about the use of applying these findings to the current market.

Over the last couple of years, junk bonds have not shown a superior return. Last year US Treasury bonds produced a total return (including appreciation) of 31.5 per cent, while Drexel Burnham Lambert's index of 110 high-yield issues produced a total return of 22.5 per cent. In 1984 Drexel's index gained 8.5 per cent while Salomon Brothers' long-term government index rose 14.9 per cent.

Given this relatively poor performance combined with the very real risks of default by some of the newer issuers, there have been suggestions that investors are losing their appetite for junk bond paper. Forbes Magazine recently quoted Mr James Rogers, a respected Wall Street investor, as describing the junk bond market as "a nightmare just waiting to happen."

Favourite

"It is a financial excess that sometime in the next year or two or three is going to cave in," Mr Rogers reportedly told a Columbia Business School seminar last year. It is clear that some junk bonds are beginning to live up to their name. The recent slump in oil prices has already led to a number of casualties.

Global Marine, which is one of the world's biggest offshore drilling contractors and used to be a favourite for the more aggressive junk bond investors, recently defaulted on its debts and filed for protection under Chapter XI of the US bankruptcy code. Its convertible subordinated 13 per cent debentures, due 2013, are currently changing hands at 17¼ per cent. Investors, with a taste for the exotic, can also pick up Crystal Oil's 12¾ of 2001, for 11, although traders note that this may prove to be expensive wallpaper.

Nevertheless, it is still possible to find plenty of Wall Street professionals who are bullish about the junk bond market's long-term potential. Drexel Burnham Lambert reports that sales of recent new issues have been strong and a large amount of high-yielding paper is expected to come to market over the next several weeks.

According to Morgan Stanley, another firm which has increased its presence in the junk bond market, the yields on the paper of low-grade US energy companies is now about 650 basis points above 20-year Treasury issues. Over the last three weeks as oil prices have plunged, the spread between energy industry junk bonds and US Treasury issues has widened by 100 basis points.

Mr Jim Grant suggests that many junk bond issues are yielding close to 900 basis points over first rate corporate bonds, indicating that there is some reluctance on the part of investors to take more "junk bond" paper into their portfolios.

However, Mr Bob Waill, who researches high-yield securities for New York brokers L. F. Rothschild, Unterberg, Towbin, says that he has detected no change in Wall Street's recent enthusiasm for junk bonds.

Leading junk bond issues 1985-6

Size $m	Issuer	Rating
2,500	Beatrice	Pending
1,400	Turner Broadcasting	do
1,200	Macy's	do
1,100	Fox TV	do
575	Pantry Pride	B3
400	Hart-Hanks	B1
375	Levi Straus	B1
350	Stone Container	B1
313	Wickes	B3

Junk bond issues

	($bn)
1980	1.3
1981	1.4
1982	2.5
1983	7.5
1984	16.4
1985	17.8

*Estimates of high-yield bonds rated BA1 or lower by Moody's and BB plus or lower by Standard & Poor's.

New issue volume 1985

(Corporate bond market)

Rating	$bn	No.
AAA	6.7	59
AA	17.4	122
A	30.3	250
BAA	21.3	111
BA	5.6	67
B	11.4	137
CAA	0.7	7
CA	0.1	1
Total	93.4	754

Source: Moody's Bond Service.

"The market has been growing," says Mr Waill, who plays down the importance of the Federal Reserve's recent bid to curb the use of junk bonds. He notes that the Fed's new rules are designed to curb the use of junk bonds in hostile takeovers and this is only a minor part of the market.

The main function of the high-yield bond market is to provide access to the capital markets for medium and small-sized companies or older companies whose ratings have slipped, Mr Waill says. In the past these sorts of companies have been forced to rely on the commercial banks for finance. The high-yield bond market provides them with a growing source of capital.

"More and more institutional investors are putting their toe in the market and allocating 2 to 3 per cent of their cash flow," says Waill, who stresses that if the investments are well diversified the risks are limited. He admits that if an individual investor were to buy some of the "junk bonds" issued by Mr Turner or Mr Rupert Murdoch, the Australian-born publishing magnate, it would be a gamble.

Popular hedge for nervous investors

Warrants

MAGGIE URRY

NOTHING demonstrates more clearly the uncertain state of the international bond markets than the spate of warrant issues which has appeared in recent months. Warrants give investors who are nervous about the markets a chance to participate at low cost—meaning that losses will be small if the market turns sour.

For example, an investor who believes that the Eurodollar bond market may still rise, but is uncertain enough to avoid backing his judgment with a large commitment to the market, can buy a warrant for a few dollars which gives the right to buy a Eurodollar bond.

Thus if the market does continue upwards he can exercise his warrant and make a profit on the bond. But if the market falls, his loss is limited to the price of the warrant. There is no obligation to exercise the warrant.

Warrants have been issued which give investors a play on all sorts of markets and currencies. Dollar bonds have been launched with warrants to buy bonds in another currency, and a series of deals led by Credit Commercial de France over the last year have been particularly successful. In February 1985 a Eurodollar floating rate note issue was launched for Electricite de France which carried one-year warrants to buy a fixed rate Ecu bond.

Added value

As the exchange rate was fixed at that time, when the dollar was still high, the fall in the dollar since has added to the warrants' value. Similarly, the Ecu bond which the warrants buy into has a coupon of 9¾ per cent over 10 years.

Interest rates in the Ecu sector have fallen since, thus making the bond more attractive too. The warrants therefore proved extremely popular and traded up from the $14 issue price to around $200 before the expiry date, when all the warrants were exercised.

That example shows how profitable warrants can be if the market moves in the right way But if the dollar had continued to rise, as many at the time expected it to do, and if Ecu interest rates had not fallen the warrants could have expired worthless.

The EdF issue also shows how complex warrants can be. Two different plays, currency and interest rate, were involved. And this is by no means the most convoluted of warrant issues that have been seen over the last year.

Warrant investors need to be fairly sophisticated to assess the risks involved and the reward potential. A number have developed computer programs to put a value on a particular warrant, with reference to other forms of valuing currency and interest rate risks such as the futures and forward markets.

Warrant investors must also be prepared to take a speculative position. As the EdF warrants demonstrate, prices of warrants can be extremely volatile, and there have even been cases of warrants which have doubled and then halved again in the course of a couple of days.

This is because warrants are a geared investment, a small initial investment controls a much larger potential investment, so a small move in the price of the bond into which the warrants can be exercised results in a large change in the value of the warrant.

Warrants are not issued just for the convenience of investors, of course. The significant increase in the use of warrants lately has resulted from borrowers' attempts to sell debt at times when investors are not keen to buy and to reduce the cost of their funding. The addition of warrants, sold at a price, to a bond issue can bring in that little extra which can make a swap work.

One type of warrant, developed by Morgan Stanley, offered borrowers a particularly good deal and became very popular among issuers, though less so with investors. The idea was for a bond issue, usually of 10 years, with warrants to buy a bond with the same terms. The warrants would buy into a non-callable bond, but the host bond would be callable.

Generally, the warrants could not be exercised for the first five years without surrendering the host bond. Thus the borrower was left with an issue which could not be increased from the original size. If the warrants were exercised either the host bonds would be given up or they could be called.

It was this safeguard for the borrower which gave the structure the name of "harmless" warrants. By limiting the total size of the issue a swap could be arranged without any concern for extra bonds being required to meet the exercise of warrants.

However, these types of issue had a mixed reception from investors. The process of having to surrender the host bond in order to exercise the warrants in the early years, was considered too cumbersome.

Later the structure was refined and generally these warants can now not be exercised for the first period. These harmless warrants have spread from the Eurodollar sector to other currency sectors of the Eurobond market.

Investors have also been reluctant on occasions to buy warrants which get round this interest and can become worthless. Bankers have developed warrants could have expired problem by paying investors an income and even having a redemption value.

Thriving

As well as warrants to buy bonds, there is a thriving market in equity warrants. These have long been a feature of the international bond markets, with the Swiss franc foreign bond market, for example, one which is long-accustomed to such deals.

These warrants have been even more popular in recent months as stock markets around the world have risen to all-time highs, and investors want to take a stake in companies whose share prices are rising.

Equity warrant issues differ from convertible bonds in that the bond issue remains even if the warrants are exercised. With a convertible the bonds themselves are swapped into the issuer's shares.

The most prolific issuers of these bonds with equity warrants are Japanese companies. There are restrictions on their issuing of shares in Japan so warrant and convertible issuers give them a way to raise new equity capital abroad. At the same time these issues from Japanese borrowers are welcome to investors who sometimes find it difficult to buy Japanese shares direct.

The bonds with equity warrants also generally carry a higher rate of interest than do the shares themselves. The warrants usually give the right to buy shares at just a small premium to the current share price, a gap which can be quickly made up in strong stocks markets.

An additional group of investors has recently been allowed to buy warrants — the Japanese themselves. The authorities in Japan, since the start of the year, have allowed investors to buy warrants separately from the bonds. This has led to an increase in demand for them and new issues often trade well above their issue price in the first few days.

A need for banks to watch extent of commitment

Off-balance sheet risk

PETER MONTAGNON

THE PROFOUND change in international banking over the past few years has created fresh problems for central banks and government agencies responsible for supervising the banking industry.

At the core of their concern is the way in which the process of securitisation (or making debt tradable) has shifted risk away from the published balance sheet to a position where it is less easy to gauge.

For example, banks involved in underwriting Euronote issuance facilities do not necessarily extend any finance to their customers, but they have to be prepared to do so if required under the terms of the deal. That involves what bankers call an "off-balance sheet" commitment, but it is a potentially real commitment all the same.

Supposing that a general credit crunch struck, or even that a large borrower in the Euronote market got into difficulties. Banks could find themselves having to put up large sums of money all at once.

Hidden

There is no telling whether they would be able to raise these sums on terms that would leave a profit. Hence the risk involved in the original commitment even though it is hidden from public view.

The strength of the concern among central banks was made clear last year by their very own organisation, the Bank for International Settlements. In a study it warned bluntly of five main risk areas in the capital market of today.

First it said there was now a two-tier market in which most actual bank lending was to lesser-rated customers who did not qualify for securities issues. That led to a second point which was that some large debtors, for example, developing countries in Latin America, are excluded from the market altogether, making it hard for them to service existing debt.

Then the BIS went on to say that the returns on off-balance sheet business were too low for the risk and that securitisation had led banks to pile up marketable securities on their books. This gave an illusion of liquidity, but could lead to problems in a credit crunch which saw the value of these assets fall.

Finally, it said, the market had entered uncharted waters. It had little actual experience of the new instruments which were growing at such a rapid pace.

Neither central banks nor market practitioners themselves could easily understand them. No one was therefore well-placed to cope with problems as they arose.

It all adds up to a chilling feeling of unease. Yet the regulators themselves have been slow to introduce reforms. The problems of setting up a coordinated international approach are legion.

If regulations become too harsh in main financial centres that could simply drive business elsewhere to places where it is not easily monitored. If one country introduces a tough regime, its banks will claim they are being discriminated against and unable to compete. What is needed, bankers say, is a level playing field in which all can compete on equal terms.

The Bank of England was the first to move with new rules last spring when it announced a thorough review of off balance sheet commitments and told banks they must back up Euronote commitments with capital to an amount half of that required for a straightforward loan.

Since then many other central banks have moved including the Bank of Japan and Federal Reserve. But it was as late as last month that the West German bank supervisory office announced plans to do the same, and in almost every case the regulatory issue is still at the study stage.

The Federal Reserve Board, for example, waited until January this year to announce its own proposals. Although its draft, which is now open for public comment, sets out a clear case for a revision of requirements, Mr Paul Volcker, its chairman, has said they are unsatisfactory in several regards.

The proposal document argued that while banks have improved their capital gearing in recent years, they have done this partly by shrinking their balance sheets rather than adding fresh capital. As good quality assets are easier to sell than poor quality loans there has been a tendency for banks to become less liquid and the overall quality of their assets has declined. That means the improved gearing may not have been enough.

To counter this it suggested a system of measuring assets according to the actual risk they carry. Such a "risk asset" system is already used for banking supervision in the EEC and is shortly to be introduced in Japan. In the US it would be blended in with the present system which relies simply on the total volume assets to arrive at an adequate capital size.

Weighting

Under the new system commitments under note issuance facilities would be given a weighting of 0.3 when the risk asset ratio was calculated. (Standard loans would have a weighting of 1 under the new risk asset proposals.)

Banks would have to calculate their overall risk asset ratio and those with especially risky business on their books would have to raise new capital even if it was above the minimum 5.5 per cent of assets. Alternatively they could reduce the risk profile of their activities.

This is a cumbersome procedure and was controversial not least because of the rigid way in which it sought to categorise different types of risk. But the Federal Reserve also admitted initial defeat in its efforts to cover all types of off-balance sheet risk.

It said it did not know how to evaluate the risks inherent in the $200bn interest rate swap market and simply sought advice through the public comment process.

It also asked those who offered comment on its proposals to try and identify other types of off-balance sheet risk to see how they could best be incorporated in its risk asset measure.

In other words, practical steps to regulate the newly emerging markets are still in their infancy. Although the supervisors know the risks are there, they have a long way to go before they decide precisely how banks should deal with them.

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March 25th

1. **US Commercial Paper — the Origins of the Euro-note Market?**
   Martin Bralsford, Director, Treasury Operations, Cadbury Schweppes plc
2. **Revolving Underwriting Facilities and Note Issuance Facilities**
   Ric Berman, Senior Officer, International Financial Markets Trading Ltd and Ex-Treasurer Heron Group plc
3. ***Multiple Option Facilities***
   Martin Russell, Assistant Treasurer, Grand Metropolitan plc
4. **Towards a Short-term Sterling Note Market**
   Philip Feakin, Group Treasurer, Chloride Group plc
5. **Relative benefits of Euro-note Facilities**
   Jeremy Howarth, Group Treasurer, Ladbroke Group plc
6. **Distribution, Issuing and Paying Agency Mechanisms**
   Stephen Crompton, Group Treasurer, Unigate plc

Evening Cocktail Reception

March 26th

1. **Euro-commercial Paper from the Issuer's Point of View**
   Geoff Henney, Group Treasurer, Fisons plc
2. **Widening the Investor Base**
   Hendrik Kranenburg, Vice President, International Finance Department, Standard and Poor's Corporation
3. **Global Commercial Paper**
   Bill McLuskie, Group Treasurer, Guest Keen and Nettlefolds plc
4. **The US Issuer in the Euro-markets**
   Stephen Johnston, Treasurer, Philip Morris Ltd
5. **Quasi-Sovereign or Public Issuer**
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Foothold in Eurobond dealing could cost £7m

HE TRADING ROOM has ecome the new epicentre of e *financial earthquake*, as ms vie with each other to stall the biggest, the best, the ost technologically advanced. What is happening today, owever, is a step beyond the acho *competitiveness seen in* e installation of computer stems in the 1960s and early 70s, when better bells and histles were the order of the y — whether or not the achine played in tune.

Now the most far-sighted alers accept that the quality d performance of their techology is critical to their permance in the marketplace. *They know that well-planned* formation and settlement stems can make all the difrence to their competitive lge; they know also that they ve to ride the electronic hirlwind if they are to reap e full benefits of a technology hich can change dramatically the 12 months or so between e initial planning and final mmissioning of a new dealing om.

This is particularly true of e Eurobond and foreign exange market which has long en wholly electronic in aracter; where dealers have ed computer screens for inrmation, and telephones to ade. Now the Eurobond aders are looking for the extra finements the latest technology can bring.

With the "Big Bang" which ll transform the City as a ancial centre only six months , much of the activity in new aling rooms is taking place London. Not as cavernous some of the US efforts now ing planned or under conruction (1,000 or more desks not unusual) some of the w London rooms are, nevereless, among the most technogically advanced.

At Morgan Guaranty, for ample, in the City's Angel urt, each dealer faces six reens. Four of the screens e monitors which enable the aler to display any chosen formation service: the list inides Reuters and Telerate, gether with information ored on the bank's own comter systems and data from her brokers.

British Telecom's City Busiss System, is another, a very vanced telephone system hich enables dealers to conct other parties simply by uching the surface of a telesion screen. The "numbers" which can be a code of the aler's choosing appear as ages on the screen, 64 per reen or "page." Up to 200 ges can be called onto the disay using a master index.

The final screen, also a touch reen, is the key to the whole siness. It uses a technology lled gas plasma which proices a clearer, brighter image an either conventional video which looks like a television age) or liquid crystal (like digital watch display).

This screen is the dealer's master control, enabling him or her to switch information services on the screens in front of him.

There are interesting aspects to the psychology of dealing room design. Morgan Guaranty's dealers claim they are happy with the system but a recent survey of some 100 financial institutions by the London-based consultancy First Market Intelligence (FMI) revealed *that most* dealers want a universal solution to the problem of "terminal clutter," in other words, they want a single screen on their desk and a single keyboard on which they can call up the information service of their choice.

The survey also showed that in some cases where the traditional typewriter style Qwerty keyboard had been replaced by a touchscreen or a tablet, (a technique in which the various options open to the dealer are inscribed on a board attached to the computer systems and activiated by touching the surface with an electronic stylus), *the original keyboard had to be* replaced.

It has to be remembered that the life of a dealing room is very short and expensive these days.

The principal problem in creating flexibility are the range of information services available — now over 200 in the City — and the separate needs of the different trading groups.

Traditionally, the major information companies like Reuters have provided their products as a video feed, a television-like signal which suits them very well because there is little their customers can do with it but display it on a video terminal.

A video switch, a device which converts all these video feeds to a single common denominator and distributes them to dealer desks on request is a conventional answer to the problem but it has its limitations—it becomes a major processing job as the number of information feeds increases and it is difficult to distribute colour cheaply.

A good example of such a switch is the Reuters Rich Composite *Information System* — although as consultants point out, it is less a product than a concept. Rich, an excellent engineering company, will simply build what the customer wants. So the *Midland Bank* room, for example, offers colour on each of the four dealer information screens. Some 60 personal computers are involved in the system but none on the dealing floor: "One floppy disk destroyed and your system is down," Mr Roden says wryly.

The best solution would be the advent of all digital information feeds, data distributed *in computer language*. A few services already exist in this form, several of them serving the Eurobond marketplace.

Digital feeds, in principle, can be converted and switched by a computer *much more* easily than video feeds and a great deal more can be done with the raw data — it can be fed in an in-house computer system, for example, manipulated in various ways, built into screen displays that exactly fit the dealer's requirements.

But all-digital information is some way off and video information is likely to persist for a long time. So the accent now is on mixed video and digital systems with a lot of interest in networks of small, powerful computers like the IBM AT and RT and the DEC MicroVAX. Such networks divide up the *signal processing into a series* of manageable units.

For the dealer, all of this is academic. All he or she wants is the fastest possible information in the simplest possible form. But like most things to do with computers, to give the customer an easy ride, the underlying technology must be powerful, complex and sophisticated. Which means that £5m-£7m will continue to be the going price for a technogolical foothold in Eurobond dealing.

Technology

ALAN CANE

Dealers, it seems, are heavy-handed and keyboards (which *simply* unplug from the system) are more easily replaced than the more complicated devices.

(Interestingly enough, at Midland Bank in the City which boasts possibly the most advanced money markets dealing room in London, plans to issue dealers with telephone headsets had to be abandoned in favour of conventional handsets because: "They have to have something to throw in moments of frustration," according to Mr Michael Roden, assistant general manager and leader of the dealing room project.)

In some ways, the Morgan Guaranty Eurobond represents the last of a line. Management of the major financial institutions are looking these days for more malleable arrangement than a single room devoted to one kind of trading.

According to Mr Paull-Robathan, a consultant specialising in dealing room design: "What these managements want today is a dealing room the size of a football pitch stuffed full of desks and with the ability to put any dealer anywhere with only 20 seconds notice."

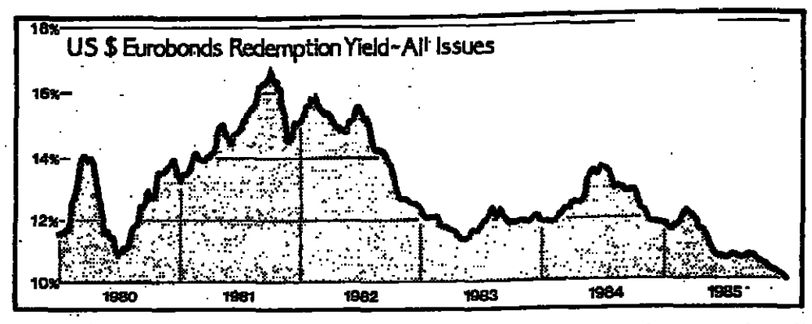
In other words, flexibility. And that is the core of the problem, both for the dealer who cannot understand why they should not have a single screen for all their information requirements, and the management who are anxious to strike the right balance between cost and convenience.

After a year of record new issues, the outlook is more cautious

Slowdown in bull market expected

Euro$ fixed rate bonds

MAGGIE URRY



THERE SEEMS to be no stopping the growth of the Eurodollar market. Yet again, last year brought a record volume of new bond issues with Salomon Brothers estimating that fixed rate new issues totalled $41.5bn in 1985, up from $28.4bn in 1984.

True the market enjoyed declining interest rates throughout the year, and the trend of rates has been downward for some years now. At present the level of interest rates is as low *as it was seven years ago.*

This fall in rates has allowed bond holders to make good capital gains on their investments and, as inflation has preceded interest rates down wards, still take a real rate of interest on their bonds as well.

There has been no shortage of borrowers wanting to take advantage of these lower interest rates. With coupons on new issues below 9 per cent for shorter maturities, and under 10 per cent even for 30-year issues, borrowers are rushing to fix the interest cost now, fearing a rise in rates once more. A large part of the new *issue activity has been refinancing* of older, higher cost borrowings.

The market has not had it all its own way however. Early in 1985 the dollar, which had finally cracked. The currency started to fall and in September a meeting of the finance ministers of the leading five nations, the Group of Five, agreed that the dollar should fall even further and it duly did.

As a result the return to non-dollar based investors of dollar bonds has diminished. A German buyer of dollar bonds for instance could have lost his income and capital gains on the exchange rate. Whereas in previous years dollar bonds gave the best total return to many non-dollar investors, in 1985 the dollar sector came well down the list despite relatively high *profits in dollar terms.*

Further, as yields in the dollar sector have fallen faster than in other sectors they have offered less of a yield pick up against those other currencies. *They are now about equal to* coupons in the Ecu sector and only a couple of percentage points higher than in the D-mark and yen sectors where investors may still expect some *currency gains.*

Other parts of the market, meanwhile, have offered more attractive yields. Coupons on Australian and New Zealand dollar issues, on Canadian dollar bonds and even in the sterling market are significantly higher.

Traditional European retail buyers of bonds have often steered clear of the US dollar sector of the market and left the way open to other types of investors, primarily Japanese but to some extent also US-based, to fill the gaps in demand.

Exacerbated

So despite the bull market, the record volume of new issues has often been difficult to sell to investors. The problem has been exacerbated by extreme competition between issuing houses to win business. Often new issues have been priced ahead of declines in interest rates as lead managers bid aggressively for mandates. Then they have been left with large positions on their books which have taken weeks to sell.

Investors have been able to be selective in their buying and the balance in the Eurobond market has shifted away *from US corporates in favour* of the stronger credits such as sovereign and supra-national names.

A striking trend in the market, which looks set to continue for a while at least, is this change in investors' attitudes against US corporate names. One clear example is the case of Texaco. After the court judgment against the company late last year, its bonds fell sharply as investors rapidly reassessed the company's credit standing.

This is only an extreme instance of a general trend. The view of US corporates generally has soured as these companies become involved in expensive takeover activity and have added to the borrowings, reducing their credit standing.

Their scarcity value has been eroded also as more and more companies have come to the Eurobond market rather than tapping their domestic markets.

In earlier years it was possible for US corporates to borrow far more cheaply in Europe than at home, with the best names even able to offer yields to investors below those on US Treasury bonds. That pattern has reversed and the relative cost of borrowing in the Eurobond market has risen despite the fall in interest rates, until now many borrowers who are able to tap the US domestic market prefer to do so.

Another factor behind this change has been the after effects of the lifting of withholding tax in the summer of 1984. The catastrophic results of this US tax change, which allowed foreign investors to buy US domestic bonds without the 30 per cent tax on interest, predicted by many at the time have not materialised. But there has been a gradual change in the way of pricing of Eurodollar bond issues.

Once non-US investors could *freely buy* US domestic bonds, Eurobond issuers had to price their deals with a much closer eye on the US market. New issues began to be priced on a "spreads to Treasuries" basis, *comparing the yield* available on any issue to that on the US Treasury security with the same maturity. "Two years ago no one talked about spreads over Treasuries, a year ago a few *people did. Now* everyone does," one banker points out.

Significantly these spreads have generally risen over the last year as Eurodollar issues have been less cheap to borrowers than before. This shift in spreads is a function not only of the withholding tax change but also of the declining dollar.

Although outwardly in the best of health, there is cause for concern about the outlook for the Eurodollar fixed rate market. Many analysts now believe that interest rates could be near their low point and may even start rising once more.

Investors are increasingly reluctant to buy bonds with coupons well below 10 per cent. Further, the dollar is unlikely *to turn round and resume its* upward rise. The competition for investors' funds from the US domestic market could increase, and interestingly a recent issue for Amoco was saleable in both the Eurobond and US markets simultaneously, the first time this has been done.

While no one predicts the end of the Eurodollar bond market, many believe that 1986 will not be another record year.

Constrats in dealing rooms: Midland Bank's newest has an uncluttered look compared with the room (below) using technology that was new in 1983.

The money becomes harder to make

Euro$ Floating rate bonds

MAGGIE URRY

IN THE 1980s floating rate notes have replaced the syndicated credit market. Is the FRN market the next to become outmoded? That is a question which many in the market are beginning to ponder as new issue volume *dwindles* and borrowers look to other, newer, and more flexible markets for their funding needs.

In recent years borrowers have flooded to the floater market as it offered a cheaper and easier alternative to arranging syndicated loans. The trend then continued towards lower cost floating rate notes with margins over the benchmark London inter-bank *offered rate* (Libor) narrowing—until margins were even set over the lower mean and bid rates.

Indeed Libor is losing its value as a benchmark, as some were *predicting a year ago.* Fees, another part of the cost equation, narrowed as well and in the past year there have been been issues priced above par, unheard of before in this sector *of the Eurobond market.*

On the other side, investors were also eager to buy floaters. These are mainly banks, with the Japanese to the fore, which needed to buy assets guarantee*ing a return above their* funding cost even if it was only a slim one.

But now the process has gone another stage further. First borrowers, usually sovereigns *and banks, have discovered* that borrowing costs have fallen so much in the last year or two that they are exercising the call options on their older issues, redeeming them at par, and making new issues at a lower *cost.*

In 1985 although the volume of new issues was a record at $47.7bn up from $29.2bn, according to Salomon Brothers' figures, the amount of paper *called during the year* exceeded $11bn whereas in 1984 less than $1bn was redeemed early.

Borrowers' funding needs have shrunk too. The leading *sovereign borrowers no longer* want to borrow heavily in the international markets. Sweden is a case in point. This borrower was one of the largest and most innovative in the markets.

Over the past year it has called half a dozen issues, including its $750m perpetual, launched in June 1984, its $1.2bn 10 year issue, launched *in January 1983, and now its* $500m 40 year issue which was made in March 1984.

Although the country has borrowed in the Euromarkets since, many of its deals have been *small fixed* rate issues. The low level of interest rates in the fixed market has tempted borrowers into that market.

Even those borrowers that do still want floating rate funds can often get cheaper funds through fixed rate issues swapped into floating rate money than by doing a direct FRN issue. The growth of the facility markets has also siphoned off borrowing demand from the floater market.

Investors too have been less enchanted with the market, as they have found their profitable investments being called and the newer issues coming with such narrow spreads that it is barely worth holding them. Some have been prepared to take a reduction in credit risk but have had their fingers burnt.

The lesser sovereign risks have come under pressure as traders were concerned by the fall in Malaysia's issues after the tin crisis. Though some realise that tin represents only a tiny proportion of Malaysia's export earnings, the market took it as a sign of what might happen, not only in Malaysia but elsewhere.

Similarly US bank issues were hit by the fears over the Third World debt crisis and over some types of lending in the US. After BankAmerica's fourth quarter figures were published, and the bank passed the dividend, a shock wave ran through the floater market cutting back other banks' issues, while one BankAmerica issue has traded down to 96½.

All is not doom and gloom in the market and many believe that the current malaise is only a passing phase which has as much to do with a flat yield curve as anything else.

Last year did produce another record in terms of issuing activity and it saw the UK's first venture into the Eurobond market with a $2.5bn floater *issue launched* in September. No other market could have provided the UK government with that much money so rapidly and at a low cost. The coupon is equal to the London Inter-Bank *Bid Rate (Libid)* and front end fees were 60 basis points.

There have been more innovations in the market too, though not all have been suc*cessful. The perpetual* floaters which first appeared in 1984 became almost commonplace last year, with UK banks particularly prominent as issuers after the Bank of England allowed the issues to be *deemed* primary capital.

Mis-match issues, where the coupon is refixed more often than it is paid giving investors a play on the yield curve, also proved popular at times when the one- to six-month yield curve was steeply rising. These have recently been dull performers as the yield curve has flattened.

The market has also received, analysed and largely rejected issues with interest rate caps. These have coupons which move up and down with interest rates but which have a maximum coupon, usually at rates of around 13 per cent.

Although these issues offered slightly higher coupons than standard floaters, investors did not like the risk involved in the cap. As usual in the Eurobond market the limited demand that was there for these capped floaters from investors wanting the extra return, was rapidly overwhelmed by supply.

Borrowers liked the structure because the interest rate caps were saleable thus reducing the overall borrowing cost.

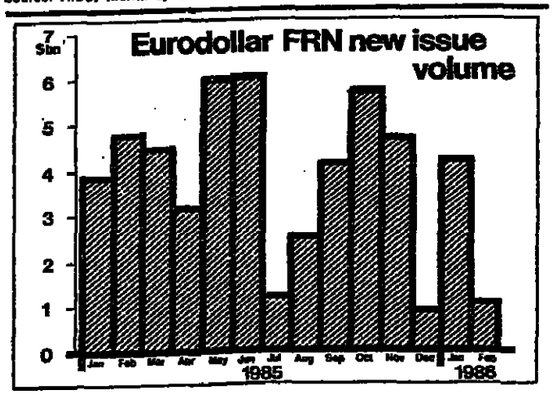
The easy profits of earlier years may now be gone, but the market has matured and there is still money to be made by those who can use it intelligently.

International Bond Market

PERFORMANCE IN 1985
(Total Rate of Return)

Bond Market	Performance in US$ Terms	Performance in Local Currency Terms	Currency Movement vs. US$
Euroguilder	43.46%	11.22%	28.98%
Euro-Deutschemark	42.96	10.75	29.08
ECU	42.46	13.98	24.99
Eurosterling	40.37	12.68	24.57
Euroyen	39.38	11.13	25.42
Foreign Swiss franc	34.95	6.88	26.26
Eurodollar	18.90	18.90	—
Euro-Canadian dollar	14.06	20.65	−5.46
Euro-Australian dollar	−7.14	12.72	−17.62

Source: AIBD, Merrill Lynch.



Further refinements attract borrowers

Euronotes and ommercial paper

PETER MONTAGNON

OR THE first time last year e volume of new Euronote isurance facilities overtook at of syndicated loans. Once e mainstay of the interational capital markets the *ndicated loan has now become* relatively rare and basically ecialist product.

According to the Organisation r Economic Co-operation and evelopment (OECD) the olume of new note issuance cilities rose last year to 0.2bn from $28.8bn in 1984. ndicated loan activity deined to $43.2bn from $56.8bn.

Two main factors explain this end. The first is the fashion r securitisation of debt. This eans introducing an element tradability so that, unlike a aditional bank loan, today's ebt can be sold on to invesrs outside the immediate anking market.

The second is the continuing ebt problems of developing ountries which have rendered em ineligible to receive fresh ans unless they are actually wled from the banks as part of n IMF-sponsored rescheduling ackage.

Short-term notes

Under a Euronote facility a roup of banks contracts with a orrower to bid for its shortrm notes which can then be old on in the money markets. s the notes mature more are old so that the borrower has ccess to what is effectively edium-term money even ough he is paying short-term oney market rates. The whole ackage is backed by standby ank credit which can be rawn on if, for any reason, the otes fail to sell at a prepecified price.

Many borrowers, ranging from CI in Britain to the Republic f Portugal have found this a onvenient and cheap way of aising money.

The rates they pay are far ower than those charged on bank credits and often lower than the rates that banks themselves pay for borrowed funds. As a result the banks which pioneered these facilities have, in a sense, priced themselves out of the lending markets.

Increasingly as 1985 wore on *it became clear that the Euro*note market was able to operate smoothly and efficiently. Borrowers who had begun raising facilities largely to provide cheap standby credit lines began to draw on them.

They found their paper sold easily — for example short-term Swedish paper trades at roughly eight basis points or hundredths of a per cent below the benchmark London Interbank Offered Rate for Eurodollar deposits — and so many borrowers began to question the need for backing up their facilities with bank credit at all.

The result has been a further *refinement of the market.* Instead of launching formal facilities many borrowers are now simply appointing dealers to handle the sale of Euro-commercial paper.

This process, which for example has been successfully adopted by Canada's Export Development Corporation, is even cheaper because there is no need to pay banks a commitment fee for the medium-term standby *back-up bank credit* which accompanies a facility.

The only costs involved are the administrative ones on setting up and running the programme as well, of course, as *the interest paid on the notes* themselves.

Many bankers are now therefore wondering whether the note issuance facility market was simply a staging post in a *trend that will ultimately lead* to the full securitisation of the credit market. The popularity of commercial paper has extended into 1986, with programmes launched by such *diverse borrowers as Sandvik,* the Swedish industrial company, and Goodyear Tire and Rubber of the US.

Some borrowers, such as Switzerland's Nestle, have can*celled their original facilities* and switched to pure commercial paper.

US corporations, in particular, have been enticed into the Euromarket for such deals because of the narrowing differential between interest costs in Europe and their own domestic market. The Euro-commercial paper market also offers slightly longer maturities than are available in the US.

As a result it makes sense to be able to tap either market depending which is the most advantageous. Finally, another advantage of a European issue is that it does not necessarily have to be rated, although ratings are slowly becoming more common.

All this, of course, spells trouble for commercial banks. They face seeing their traditional lending business and corporate relationships slowly being eaten away unless they can themselves climb aboard the bandwagon and start dealing in commercial paper themselves.

That is precisely what many are *trying to do, but it is still* a difficult strategic decision to make in what is a highly competitive and very young market.

The top dealers

In eurocommercial paper*

Name	Number of programmes
Citicorp	33
Merrill Lynch	31
Crd. Suisse First Boston	30
Swiss Bank Cpn. Intl.	22
Morgan Guaranty	13
Morgan Stanley	13
Salomon Brothers	13
Shearson Lehman	12
Enskilda Securities	11
Chase Manhattan	9
S. G. Warburg	7
UBS (Securities)	7
Bank of America	6
Bankers Trust	6
First Chicago	6

* Based on programmes publicised between start of 1985 and mid February 1986.

Source: International Financing Review.

One thing is abundantly clear. The process of change and innovation is still going on in this sector of the Euromarket. Quite possibly it will eventually settle down to contain elements of the old syndicated loan market, the note issuance market and Eurocommercial paper, but no one yet knows in what proportion.

Against the argument for total dominance of commercial paper are ranged several important factors. One is that regulatory *restrictions still prevent its issue* is most currencies apart from the dollar and the Ecu.

Another is that commercial paper might prove hard to sell in a market situation where the *dollar was falling and interest* rates were rising. Finally, commercial paper offers no ultimate assurance to borrowers that they will be able to raise money if the market turns against them.

For some of these borrowers there will therefore always be a need for a bank back-up credit. Swedish corporations are a case in point.

In Sweden exchange control regulations require companies making acquisitions or investments abroad to finance themselves with foreign borrowing carrying a maturity of at least five years. Commercial paper cannot count in this respect, but *a facility with a back-up credit* can.

Some borrowers also do not want the extra work of managing a commercial paper programme and prefer the simplicity of a Eurocredit. Belgium raised a $500m credit earlier in the year carrying an initial margin of just ⅛ per cent over Libor. That shows that even credits can be cheap these days.

It also wanted a multi-currency operation so that it could draw the funds in D-marks and Swiss francs which are not readily available under Euronote facilities. Finally, Belgium *has always been cautious about* offering securities abroad for fear that residents might buy them and evade taxes as a result.

Eurocredits also remain an option for those borrowers whose credit standing is not quite good enough for them to tap the securities markets in any large amounts. Algeria, for example, which is wrestling with the economic problems brought about by the falling oil price, launched a $300m credit last month carrying a margin of ⅜ per cent.

The Soviet Union and most other East European borrowers prefer the Eurocredit market as it offers cash in hand, while a Euronote facility would leave them vulnerable to short-term swings in political sentiment.

In contrast to the Eurocom*mercial paper market, the syn*dicated loan market has got off to a quiet start in 1986, but some bankers do perceive just a glimmer of light at the end of the tunnel.

As interest in the floating rate note market has waned, it has become apparent that credits can still be offered on highly competitive terms. Even margins below ⅛ per cent are acceptable for the best names, as a recent £210m deal for Standard Life Assurance of the UK shows.

Below Libor

Most banks can now fund themselves well below Libor so there is still a profit in such deals, especially if they carry a transferability feature which allows them to be sold on in the secondary market.

Moreover, government agencies responsible for supervising the banking system are beginning to look more closely at the off-balance sheet commitments incurred by banks in*volved in note issuance facili*ties.

Their fear is that banks could suffer losses if all the facilities were drawn at once. A clampdown including higher capital *requirements on these opera*tions could therefore make them unattractive from a profits point of view — and that too could help revive the credit market, albeit with very low *margins.*

From today's vantage point with commercial paper all the rage this looks like a very long-shot hope. But it could happen and many bankers whose fortunes — and careers — were made in the old syndicated loan market have still not entirely given up hope.

هكذا من الأصل

Debt warrants...
Morgan Stanley leads the market.

GAZ DE FRANCE *U.S. $100,000,000* *11% Serial A Notes Due 1995 with 100,000 Warrants to Subscribe for U.S. $100,000,000 11% Serial B Notes Due 1995* *Unconditionally guaranteed by* *The Republic of France*	*The Kingdom of Denmark* *U.S. $100,000,000 11% Series A Notes Due November 29, 1995 with 100,000 Warrants to Subscribe for U.S. $100,000,000 11% Series B Notes Due November 29, 1995*	*U.S. $100,000,000* *Republic of Austria Pass-Through Securities Limited* *11% Notes due 2000* *secured upon, and issued contemporaneously with 100,000 Warrants to acquire* *U.S. $100,000,000* *Republic of Austria* *11% Notes due 2000*
The Coca-Cola Company *U.S. $100,000,000 9⅞% Series A Notes Due 1992 and 100,000 Warrants to Purchase U.S. $100,000,000 9⅞% Series B Notes Due 1992*	*McDonald's Corporation* *U.S. $100,000,000 10% Series A Notes Due 1993 and 100,000 Warrants to Subscribe for U.S. $100,000,000 10% Series B Notes Due 1993*	*The Procter & Gamble Company* *U.S. $150,000,000 9⅞% Series A Notes Due 1992 and 150,000 Warrants to Subscribe for U.S. $150,000,000 9⅞% Series B Notes Due 1992*
N.V. NEDERLANDSE GASUNIE (Incorporated with limited liability in The Netherlands) *75,000 Warrants to Subscribe for U.S. $75,000,000 11% Notes Due 1991*	*U.S. $100,000,000* *The Sumitomo Trust Finance (H.K.) Limited* *10½% Guaranteed Series A Notes Due 1995 and 100,000 Warrants to Subscribe for U.S. $100,000,000 10½% Guaranteed Series B Notes Due 1995* *Unconditionally guaranteed by* *The Sumitomo Trust and Banking Company, Limited* *(Sumitomo Shintaku Ginko Kabushiki Kaisha)*	DSM NAAMLOZE VENNOOTSCHAP DSM (Incorporated with limited liability in The Netherlands with its corporate seat in Heerlen) *A corporation wholly-owned by the State of The Netherlands* *150,000 Warrants to Subscribe for U.S. $150,000,000 10¾% Notes Due 1991*
Westpac Banking Corporation *U.S. $100,000,000 10% Subordinated Bonds Due 1996 and 200,000 Warrants to Subscribe for U.S. $100,000,000 11¼% Subordinated Bonds Due 1996*	*A$100,000,000* *State Bank of New South Wales* *A$50,000,000 14½% Series A Notes Due 1993 and 50,000 Warrants to Subscribe for A$50,000,000 14½% Series B Notes Due 1993* *Guaranteed by the Government of New South Wales*	*Dart & Kraft Financial Corporation* *U.S. $100,000,000 10¼% Series A Notes Due 1996 and 100,000 Warrants to Purchase U.S. $100,000,000 10¼% Series B Notes Due 1996*

MORGAN STANLEY INTERNATIONAL

Substantial rise in activity

D-mark bonds

MAGGIE URRY

THE PACE of change in the Deutschemark capital markets has surprised many observers. A year ago liberalisation moves were only just beginning to take shape in the minds of the authorities. But in April last year many of the shackles on the market were suddenly thrown off and when May Day dawned the first of the new types of instrument permitted had already been launched.

Since then activity has increased substantially and for the first time foreign-owned banks based in West Germany have led D-mark denominated foreign bond issues. Floating rate notes and zero coupon bonds have appeared. Swaps have been permitted and used.

Eurodollar bonds have even been launched bearing warrants to buy D-mark issues. Banks have had to take a much more responsible approach to the volume of the new issue calendar.

There is just a feeling, though, that in some areas, the market is trying to run before it has learnt to walk but some bankers would like to see further moves to make the market even freer.

Under the Bundesbank's liberalisation plan, the old system of setting a monthly calendar with borrowers' names, issue size and the date of launch, was swept away. The committee of the major West German banks which met regularly to set the calendar has gone and now lead managers are required to notify the Bundesbank of their intentions to launch issues up to three working days before the end of the month preceding the issue.

Although the Bundesbank is informed of the borrower's identity and dates for issues are agreed, the only information released is a total figure for the amount to be raised in the month with the number of issues, split into the categories of issues, such as fixed rate bonds, floating rate notes, zero coupon bonds and warrant bonds.

This secrecy about the names of borrowers, which is standard in other markets, has caused some annoyance among investors who like to know what issuers to expect and make their commitments accordingly.

Some bankers would like the system to become even more free by adopting the method of the Eurodollar market where issues are launched when the lead managers believe the market is right or at the time they win the mandate. The Bundesbank wishes to keep an eye on the deals that are coming, though, and it may be some time before the calendar is abandoned altogether.

The introduction of swaps, both currency and interest rate, has made an enormous difference to the market and made it harder for lead managers to set dates in advance for issues. Swaps are often delicate to arrange and need to be done at the last minute. Borrowers may only be interested in making an issue if a swap is attached.

So bankers admit that they are now informing the Bundesbank of deals which they hope to do, but are not certain of. In the last few months the actual number and amount of new issues have been below the figure announced at the start of the month.

Swaps, allowed for the first time under the liberalisation, have attracted far more borrowers to the market. Many have no need for D-marks but can now use the market to arrange issues which are then swapped with a counter party to produce funds in another currency.

Zero coupon bonds have also been a successful innovation with good demand appearing from investors who can use these bonds to defer tax payments until maturity. The World Bank had a notable success with a 30-year zero coupon issue, launched in December with a redemption value of DM 1bn. Such was its reception that last month another issue of the same size was launched which is fungible with the first.

The seal of approval on the market was given last month when the West German Government indirectly borrowed in the market through the Post Office and a vehicle company. Four zero coupon issues were issued publicly with maturities out to 30 years.

One sector of the market which has not done so well is the floating rate note area. Although the first issues launched under the new system last May were floaters, and traded well, there was a flood of issues in the autumn which put severe pressure on the market.

Most of them came with interest rate caps, a device first used in the Eurodollar market. The excess of issues weighed down the market until most deals traded at big discounts to their issue prices.

Bankers argue that there is little demand for floating rate paper within the country and say that work needs to be done to develop an interest. The turnover tax in the West German stock markets, at 0.25 per cent, also makes unattractive active trading of floaters, which are often bought and sold to make a few basis points profit. As a result most of the trading in floaters has taken place in London.

The Bundesbank is anxious to keep the D-mark bond market firmly anchored within the country. Indeed the authorities seem willing to abolish the turnover tax if that is the price for keeping trading within the German stock exchanges.

The market itself has generally enjoyed favourable conditions over the past year. The currency has been strong against the dollar, encouraging the inflow of funds to the market. Interest rates have fallen and inflation is now at a low level. Yields have fallen over the last year from close to 8 per cent to under 7 per cent.

Great changes have taken place in this market over the last year and some of the success of the new system is due to the bull market over the same period. Further changes are likely and are welcomed by bankers ready to compete in the international markets.

This announcement appears as a matter of record only.

February, 1986

Industriekreditbank AG
Deutsche Industriebank

U.S. $100,000,000

Euro Commercial Paper Programme

Dealers

Bankers Trust International Limited S. G. Warburg & Co. Ltd.

ECU Bonds: Breakdown by borrowing country/institution

(Volume Ecu m, number of issues in brackets)

	1985		1984		1983		1982		1981		Total 1981-85	
EEC Institutions	880	(10)	1,030	(15)	580	(12)	192	(4)	97	(3)	2,779	(44)
Italy	3,445.5	(12)	1,425	(3)	600	(1)	1,240	(3)	65	(2)	6,775.5	(21)
France	1,870	(21)	570	(11)	527.2	(15)	360	(7)	—		3,327.2	(54)
West Germany	240	(5)	50	(1)	—		—		—		290	(6)
UK	260	(3)	140	(3)	50	(1)	—		—		450	(7)
Belgium	163.5	(4)	7.8	(1)	165	(3)	—		—		336.3	(8)
Luxembourg	40	(1)	60	(1)	—		—		—		100	(2)
Denmark	425	(6)	137	(3)	—		—		—		562	(9)
Ireland	200	(2)	100	(2)	50	(2)	30	(1)	—		390	(7)
Netherlands	300	(6)	—		—		—		—		300	(6)
EEC TOTAL	7,824	(70)	3,519.8	(40)	1982.2	(34)	1,822	(15)	162	(5)	15,310	(164)
Other European Institutions	225	(4)	40	(1)	35	(1)	55	(2)	—		355	(8)
Rest of the World												
Spain	—		46.5	(1)	—		—		—		46.5	(1)
Austria	132.5	(2)	160	(2)	—		—		—		292.5	(4)
Norway	70	(1)	—		70	(2)	—		—		140	(3)
Sweden	60	(1)	147.5	(3)	140	(3)	—		—		347.5	(7)
Finland	273.5	(7)	85	(2)	—		—		—		358.5	(9)
US	1,182.5	(15)	96	(3)	40	(1)	15	(1)	—		1,333.5	(20)
Canada	—		85	(1)	50	(1)	50	(1)	40	(1)	225	(4)
Japan	831	(17)	170	(4)	80	(2)	—		—		1,081	(23)
Australia	265	(5)	90	(2)	—		—		—		355	(7)
South Africa	150	(3)	80	(2)	—		—		—		230	(5)
Others	600	(8)	175	(3)	—		—		—		775	(11)
International Institutions	585	(5)	200	(2)	150	(2)	—		—		935	(9)
TOTAL	4,149.5	(64)	1,335	(25)	530	(11)	65	(2)	40	(1)	6,119.5	(103)
WORLD TOTAL	12,198.5	(138)	4,894.8	(66)	2,547.2	(46)	1,942	(19)	202	(6)	21,784.5	(275)

Source: Istituto Bancario San Paolodi Torino

Appeal in different continents

Ecu bonds

VANESSA ZECHA

THERE CAN be no doubt that the European Currency Unit—the European Community's quasi-currency—is now a well-established force in the Eurobond market, and that it is nothing if not innovative.

In 1985 it ranked third among Eurobond issue currencies, eclipsed only by the US dollar and the Deutsche Mark. But after a period of record growth the Ecu bond market can this year only expect to consolidate its position.

Pioneered by the big Belgian banks—Banque Bruxelles Lambert, Kredietbank and Société Générale de Banque — along with some continental and London banks, the five-year old bond market is the most advanced of the Ecu's uses.

It has come a long way since its debut in March 1981 for Société Financière pour les Telecommunications et L'Electronique (SOFTE), with new issue volume up from a mere Ecu 200m in its first year to Ecu 12bn in 1985. This, in turn, represents a threefold increase on 1984's total.

Although this year is not likely to see a repeat performance of 1985's buoyant new issue activity, its popularity will receive a further boost from the newly-agreed centralised clearing system, under the helm of the Basle-based Bank for International Settlements, which will come into operation towards the end of 1986.

The market, still overwhelmed by last year's volume of paper, has been somewhat in the doldrums ahead of yesterday's French parliamentary elections and because of fears over realignment of Ecu central rates. However, despite the slow start, and defections to the Deutsche Mark and Danish kroner, demand for Ecu bonds is already beginning to show signs of life.

The attractions speak for themselves. Portfolio diversifications, exchange rate stability and relatively generous yields appeal to EEC and non-EEC investors alike. Even if investors prefer to construct their own risk profile (i.e. a subset of the Ecu basket), the Ecu is still a good bet on account of long-term access to component currencies which might otherwise not be available.

Ecu bonds are particularly attractive to those who expect the dollar to depreciate against European currencies but do not care for the lower interest coupons on Swiss franc and D-mark paper, despite ever narrowing spreads between them and the Ecu.

Ecu coupons have continued to fall since 1984. By the start of last year, rates had eased to 10 per cent for primary international names, culminating in IBM's 8¼ per cent issue last July, which also broke new ground by sporting the largest ever French franc swap.

For the borrower, there is the added advantage of more stable interest costs in Ecu borrowing as rising interest rates in one component currency will likely be balanced by a fall in another.

Inroads

Spurred by the ubiquitous swap market and sophisticated hedging techniques via futures and options contracts—introduced this year on the New York Cotton Exchange, the Chicago Mercantile Exchange and the Philadelphia Stock Exchange—it is hardly surprising to see Ecu bonds making inroads in previously uncharted territory, especially the all-powerful institutional investor.

The Ecu bond market now offers almost the entire spectrum of Eurobond instruments including zero coupon issues, cross-currency convertibles, equity warrants and even "harmless" warrants. Over half the amount of Ecu bonds issued last year were linked to swaps with which Banque Parabas has always been closely associated. In 1985 alone it completed some Ecu 2bn worth of currency swaps.

The market's explosive growth owes much to increasing support outside its Benelux stronghold. Its popularity has spread as far afield as Japan, the US and the Middle East, thanks to proliferation of issues targeted to these national markets.

The drive to internationalise the Ecu began just over a year ago when the EEC launched its first ever American flavoured Ecu 200m issue in the US domestic market. Hard on its heels came another EEC transaction aimed at Dutch investors, followed by the European Investment Bank's sizeable Ecu 130m issue geared towards the Swiss.

The trend continued throughout 1985, with the EIB issuing a host of other Ecu bonds structured for regional markets. The EIB's assault went so far as to launch early in the year the first Ecu bonds targeted to three chosen markets at once—the Netherlands, Switzerland and Japan. Euratom's Ecu 50m issue, on the other hand, looked to the Middle East for its buyers.

Japanese borrowers and banks have both played a major role in broadening the Ecu's base. The first quarter of 1985 saw not only the first issue lead-managed by a Japanese institution, for Banca Nationale dell'Agricoltura, but also three Japanese companies tapping the market in close succession, including the first Ecu "sushi" for Seiyu, the supermarket giant which has already made a name for itself in the Eurobond market.

The Ecu's push into the US market, however, was all the more important, with ever more American portfolio managers reaching out overseas, realising that broadening exposure helps to diversify risk.

The Ecu appeals to US investors who are worried that the US dollar has peaked. European investors are equally keen to acquire foreign currency debt of high-quality American corporations such as Hercules, whose Ecu 50m issue last March was the first for a US company in its own market led by an American house.

For the borrower, the Ecu presents a hedge for all its European assets. Even if the currencies in the Ecu basket might not be an exact match to the company's European currency assets, single-currency hedging transaction costs are, by virtue of implication, lower than multi-currency ones.

Closer to home, the French and Italians are still the largest issuers, accounting for nearly half the amount raised last year, with EEC institutions not far behind. Collectively, they have been responsible for the bulk of innovation in this market.

The Italians came with their Ecu floating-rate CDs. Treasury Certificates and their record Ecu 300m floating-rate note (FRN) issue last September, double the size of any floater in this sector.

Variation

To ensure liquidity in such paper, they were careful to choose a lead manager such as Bankers Trust, an established dollar FRN heavyweight. Unlike Ireland's Ecu 150m floater which met with some controversy over its ambitious pricing of ⅛% over Libor, the Italian FRN was priced on the generous side.

Another important variation on the FRN theme was introduced in the same month by Electricité de France. It launched the concept of dollar-denominated FRNs with warrants allowing the exchange into Ecu-denominated paper. The new phenomenon soon gained momentum with the Public Power Corporation, Credit Commercial de France, Union Bank of Norway, Northern Telecom and Credit Foncier all jumping on the band-wagon.

Since FRNs are largely bought by banks and money-market type institutions, the Ecu floater market has been somewhat hampered by a reluctance to hold the notes for fear of poor liquidity. This is slowly changing now that sizeable transactions such as the World Bank's Ecu 350m issue last September have begun to surface. Institutional investors like the liquidity provided by an issue of that size.

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Signs of tension begin to surface

Swiss Franc bonds

WILLIAM DULLFORCE

RELATIVELY SPEAKING—for change is never hasty in Switzerland—the Swiss franc bond market is in a state of ferment. The new issue business is flourishing, recording substantial volume growths in both foreign and domestic bonds last year, but signs of tension are bubbling to the surface.

The big Swiss banks, acknowledging a loss of market share in new issues—most recently to US banks—and anticipating stronger competition from the D-market, cut their underwriting fees at the beginning of this year. United Bank of Switzerland chose the announcement of a fine 1985 profit increase to denounce the quality of some borrowers being brought on to the Swiss capital market by smaller issuing syndicates.

Earlier, the Swiss National Bank had stirred up a row by suggesting that the time might be coming to open up the Swiss franc issuing business by easing the rules which limits syndication to financial institutions domiciled in Switzerland. The big banks objected. The National Bank argued that it was facing up to the realities of evolving financial markets, but backtracked partly when it added that it was still only studying the question.

Many Swiss bankers, including some from the big banks, however, admit that in the not too distant future—say, five to 10 years—the jealously guarded Swiss franc bond business will have become part of the Euromarkets. "That is why" said one banker, "the fight is starting for market shares and over commissions." The Swiss franc, it must be remembered, is still second only to the dollar as the favoured currency on the bond markets.

The Swiss capital market as a whole put in a very strong performance last year. The Swiss Bank Corporation general index for the stock markets climbed 57 per cent during 1985 and, if there were signs that Swiss shares were entering a consolidation phase in the first two months of the current year, bonds appeared to be maintaining their momentum.

Last year the volume of new foreign bond issues increased by more than half to SFr 16.8bn ($8.8bn) while new issues on the captive domestic bond market advanced by 19 per cent to SFr 11.2bn. The swollen "notes" market for medium-term maturities up to eight years stagnated at around SFr 19.4bn. Japanese borrowers, although they remained the most powerful force by far in that market, did not launch as many convertibles and warrant issues.

Yields, like interest rules, were on a declining trend. The average yield on Swiss public authority (confederation and cantonal) bonds was down to 4.26 per cent at the end of February this year. The yield on domestic bonds had declined to 4¾ per cent at the end of December and dropped to 4.56 per cent at the end of February.

Yields on foreign bonds moved from a peak last year of 5.82 per cent to5 .12 per cent by the end of 1985 and in the last ten days of February this year had slipped below 5 per cent. Banks were reporting some resistance among subscribers to bonds with coupons of less than 5 per cent. Second-quality bonds at 5¾ to6 per cent were being matched up while another way of placing was to keep coupons at 5 to 5¼ per cent and lengthen maturities.

A feature of the domesti bond market last year was the large number of convertible and warrant issues launched by Swiss companies taking advantage of the booming shares market. They raised some SwFr 2.5bn in these types of bonds last year compared with an average of around SwFr 300m in previous years.

Switching

Among several reasons for the surge in Swiss franc foreign bond issues not the least was the fall in the value of the dollar. Investors have been switching their dollar earnings into Swiss francs.

The "safe haven" image of the Swiss franc has been bolstered by the country's steady economic growth over the last two years and the manageable budget deficits maintained by the Confederation and cantons. Inflation is not a problem in Switzerland at the moment with the National Bank confidently reducing its money supply target to 2 per cent for 1986 after seeing the growth in the monetary base restricted to 2.2 per cent last year.

The Swiss bond market has also become more innovatory. It has just seen its first zero coupon issue, first quasi-perpetual—the KLM issue with the coupon reset every 10 years—and its first two perpetual issues, for Air Canada.

It was however, the rush of swap-driven new issues in the latter half that left the deepest impression on the Swiss franc market last year and focused the growing tension between the big Swiss banks and the intruding foreigners. The swaps signalled the return in force of US borrowers and the growing influence of the US banks in Switzerland.

The syndicate controlled by the big Swiss banks saw its share of new issues tumble to 61 per cent in 1985 and to less than half of the new issues in the first two months of the current year. Morgan Guaranty, after operating for only a couple of years on the new issues market, was ranked number five last year.

To win mandates in a market, where the regular borrowers had been almost entirely monopolised by the big bank syndicate, the US banks had to bring in new names and ideas. The attraction of Swiss franc interest rates, the possibility of raising cheaper dollar finance through swaps and the US banks' smarter skills in organising the swaps all resulted last year in a substantial foreign bridgehead being driven into the Swiss franc market.

Why Morgan Guaranty manages bond issues in more currencies than any other underwriter

Major borrowers increasingly are turning to the international currency markets to meet both their dollar and non-dollar financing needs. And they choose Morgan Guaranty to manage issues in a wider range of currencies than any other underwriter. Issuers give Morgan these mandates because we have the capital strength, global resources, and skills to structure the most advantageous financings—in any currency.

Issuers like those in the table require a lead manager that participates in all key international securities markets, and has the ability to identify attractive financing opportunities in each of them. When borrowers ask Morgan Guaranty for advice they get that and more.

They find that our capital strength—over $5 billion in primary capital—reduces their cost and risk in intermarket arbitrage. They also find our currency and interest-rate swap specialists can help them create dollar obligations at the lowest cost.

Here are examples of how we helped borrowers take advantage of new opportunities in foreign-currency bond markets in 1985, when more than half of all international debt issues were in non-U.S. dollar currencies.

Deutschemarks. Morgan Guaranty GmbH was lead manager of an R.J. Reynolds DM265 million issue swapped into U.S. dollars. This was the first straight Euro-Deutschemark issue in which a foreign-owned firm acted as book-running lead manager.

French francs. We were co-lead manager of eight French franc issues, more than any non-French bank. We co-led, with two French banks, a Gaz de France issue that reopened the Euro-French franc bond market after a four-year lapse. Then we co-led French franc issues for IBM France, the Kingdom of Sweden, Mobil, Electricité de France, and Unilever.

ECUs. Morgan was lead or co-lead manager of ten ECU issues, including an ECU100 million issue for Security Pacific Australia which we swapped into U.S. dollar financing.

Swiss francs. Morgan Guaranty (Switzerland) Ltd launched as book-runner a SF235 million issue which we combined with a currency swap to provide 15-year U.S. dollar financing for R.J. Reynolds. Increased to SF275 million, this was the largest Swiss franc offering to date by a U.S. company. In the Swiss public bond market we were also book-running lead manager for issues for Chrysler, ITT, PepsiCo, Olivetti, and the first zero coupon issue for the World Bank.

Sterling. We were book-running lead manager for Euro-sterling bond issues for British Petroleum, Sterling Drug, and N.V. Amev. In addition, Morgan lead managed a $100 million issue for Minnesota Mining & Manufacturing that was the first dollar/sterling dual-currency issue ever.

Australian dollars. Two issues for Bank of Tokyo and one for Dresdner Bank were among the seven A$ issues led or co-led by Morgan.

New Zealand dollars. We led ten issues, including a NZ$75 million Coca-Cola Financial issue which we swapped into fixed-rate U.S. dollar financing.

Lira. We were co-lead manager of the first U.S. corporate Euro-lira issue for United Technologies, for Lit50 billion.

Danish krone. We were lead manager for the first two issues in the Euro-Danish krone bond market, which opened last year.

Yen. For J.C. Penney, we arranged U.S. dollar fixed-rate funding, at a cost below the yield on U.S. Treasury notes, through a Euro-yen bond issue and currency swap.

We deliver innovative services in the capital markets with the same high quality and skill that have long been hallmarks of all Morgan banking. Challenge us with your next complex financing problem.

Selected non-U.S. dollar issues lead-managed by Morgan Guaranty in 1985

Bank of Tokyo	A$50 million
British Petroleum	¥17 billion
British Petroleum	£50 million
Chrysler Financial	SF160 million
Chrysler Financial	NZ$65 million
Coca-Cola Financial	NZ$75 million
European Investment Bank	DKR250 million
Ferrovie	£100 million
Gaz de France	FF500 million
IBM Credit	NZ$60 million
IBM France	FF700 million
IBM World Trade	ECU150 million
Kingdom of Sweden	FF500 million
Marubeni	C$200 million
Mass Transit Railway (Hong Kong)	HK$700 million
McDonald's	¥25 billion
Mobil	FF500 million
Nordic Investment Bank	DKR200 million
N.V. Amev	£50 million
Olivetti	SF100 million
PepsiCo	SF130 million
Peugeot	FF500 million
R.J. Reynolds	DM265 million
R.J. Reynolds	SF275 million
Security Pacific	ECU100 million
Sterling Drug	£30 million
Syntex	¥20 billion
Unilever	FF250 million
United Technologies	Lit50 billion
World Bank	SF600 million

Morgan Guaranty Ltd, 30 Throgmorton Street, London EC2N 2NT

Morgan Guaranty Trust Company, 23 Wall Street, New York, NY 10015

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The Morgan Bank

International status still a long way off

Euroyen and Samurai bonds

CARLA RAPOPORT

WHILE JAPAN has gone international with its goods and services, the yen has mostly stayed at home. Of the currencies used in world trade, for example, the US dollar accounts for more than half, while the yen accounts for only 2 per cent. Or consider official reserve currencies: the dollar accounts for 70 per cent, the D-Mark 12 per cent and the yen only 4 per cent.

Not surprisingly, the Euroyen bond market opened with more of a thud than a bang when deregulation in 1984 swept away most of the hurdles for qualified companies wanting to raise yen outside Japan. Only a handful of issues took place in late 1984 and early 1985.

Last year, however, the market picked up. According to Ministry of Finance statistics, residents made 12 issues worth Y235bn (£903.8m) between April 1985 and January this year, while non-residents raised more than Y1,300bn with 67 issues. For the first time, Euroyen bonds last year outstripped the value of yen bonds (Samurai bonds) raised by foreign companies in Japan.

The reasons for the larger volume has less to do with the attractiveness of the yen but more to do with the eagerness of Japanese financial institutions to establish themselves in overseas capital markets. Almost none of the foreign borrowers, and very few of the domestic ones, hold their proceeds in yen. As soon as a Euroyen bond is raised, it is almost always swapped into dollars.

Although some call this an arbitrage market, it really is something else. The mechanism works as follows: A Japanese financial institution goes to a AAA-rated US corporation and finds out on what terms it would like to raise dollars.

If the company says US Treasuries plus five basis points, the Japanese institution gets out its calculator and works out the issue via a swapped Euroyen bond. It then services the yen payments and receives dollars from the borrower.

This means lower spreads for the Japanese institutions, but even the most uncharitable foreign banks call the terms "aggressive, not crazy."

Not surprisingly, as a result, the big four Japanese securities houses, Nomura, Daiwa, Nikko and Yamaichi, acted as lead managers for more than 80 per cent of the Euroyen bonds issued last year. Even domestic borrowers, such as Sumitomo Metal and Kawasaki Steel, went to the Euroyen market with the intention of swapping to other currencies.

Another factor adding fuel to the Euroyen market last year was a decision by the MoF to allow dual currency bonds, floating rate notes, zero and deep discount bonds and bonds with warrants. Of these, dual currency bonds were the most popular, thanks to the dollar's weakness.

A dual currency bond allows borrowers to raise funds and make repayments in one currency while investors may redeem them in another.

Unfortunately for a lot of investors, a cluster of dual currency bonds was launched a few months ago when few thought the yen would go below 185 against the dollar. As the dollar is now hovering around Y180, a number of investors have suffered capital losses on their dual currency Euroyen bonds. As a result, the enthusiasm for that market is expected to wane.

As for the Samurai market, most bankers say it will continue to take a back seat to the Euroyen market. At the moment, for example, borrowers have to pay more for their money in the domestic market than in Europe.

This is simply because Japanese institutions are slow to reduce yields even if domestic interest rates have come down.

Further, it takes longer to arrange a Samurai bond in Japan, the fees are somewhat higher than abroad and the borrower is liable for more tax than in Europe. A Euroyen bond, by contrast, can be arranged in about 10 days.

The future for Samurais, it is thought, will be with those borrowers who need to maintain a presence in the domestic market, such as sovereign borrowers and banks like the IDB.

Turning back to the Euroyen market, most agree that it has some way to go before it can properly develop into a stand-alone yen market. Most of this has to do with further deregulation still under study by Japan's MoF.

For example, take the Euroyen CD market. At the moment, Euroyen's CDs are limited to six months' maturity. As a result, this restricts a foreign bank's ability to fund itself on a long-term basis.

"Banks simply do not have a market source for term Euroyen funds," said Mr Tatsuo Umezono, senior vice-president of Citicorp Investment Bank in Japan.

If there were no restrictions on CD maturities, according to Mr Umezono, many banks would issue three- and five-year Euroyen CDs, which in turn would open up the market more quickly. However, he and others note rather glumly that there is no sign that the MoF will eliminate their restriction anytime soon.

This is because short-term and long-term lending institutions are still divided in Japan, and such a move would allow short-term lenders, such as city banks, into the province of the long-term credit banks.

In the meantime, the outstanding balance of Euroyen CDs went below Y50bn at the end of September, down from about Y150bn at the end of 1984. Many believe this market may just lie down and die if the MoF does not change its mind.

Another stumbling block to the full development of the Euroyen market is taxation. While Japanese bonds can raise non-yen bonds without paying witholding tax, they are liable for this tax when raising Euroyen bonds.

In practice, this means that the coupon on the bond is paid gross to the investors while the Japanese borrower must pay another 20 per cent of the coupon to the Japanese tax authorities.

Such a system does not net much tax for the Japanese Government, as Japanese companies simply borrow in other currencies and can swap into yen tax-free. Most expect this taxation regulation to fall within the next year or so.

Falling behind on real expansion

Eurosterling

PETER MONTAGNON

NEW ISSUE activity in international sterling bonds expanded strongly last year to a total of just over £5.5bn from some £4.2bn in 1984, according to figures compiled by Baring Brothers, the UK merchant bank.

Within individual market sectors, however, there was a distinctly diverse trend with new issues of bulldog bonds slipping to £710m from £1.1bn in 1984. The issue of Eurosterling bonds climbed by contrast to £4.8bn from just £3.1bn in 1984.

Bankers say that the slowdown in the bulldog market reflects its more cumbersome queuing procedure compared with Eurobonds, as well as a certain reserve on the part of potential borrowers towards a currency carrying what are by international standards very high interest rates.

In the Eurosterling market volume was boosted by a strong flow of issues from building societies, which started tapping the markets last autumn ahead of a change in regulations allowing them to pay interest gross to bond investors. Floating rate issues last year made up more than half the new issue volume in the sterling market, Baring Brothers says.

Yet for all last year's market expansion, sterling issues still make up only 4.2 per cent of the Eurobond market. This is roughly half the share of the D-mark sector and well behind new-issue volume in both yen and Ecus. It pales almost into insignificance when compared with the dollar's share of 69.7 per cent.

For all the depth of the sterling money markets and the currency's importance in foreign exchange trading, sterling thus somehow seems to have lost out on the real expansion that has been going on in the international capital markets. Without the special factor of the building society floating rate notes, which last year accounted for new issue volume worth £1.13bn, total new issue activity would have grown very slowly indeed.

Bankers say there are two major deterrents to an expansion of activity in this market. The first is the high level of interest rates and the volatility of the currency. Borrowers are deterred by the high cost and investors are often reluctant to commit themselves given the exchange rate uncertainties.

The second problem is the difficulty of arranging swaps. Activity in interest and currency swaps has become so widespread now that many borrowers automatically expect to be able to swap the proceeds of their issues into another currency and interest rate structure. In sterling this is difficult, however.

In the first place there is no clear pattern to the pricing differential between Eurosterling bonds and the domestic government bond market. Such a differential exists, for example, in the market for Eurobonds in Australian and New Zealand dollars which have always carried a substantial yield discount on domestic issues.

It is this discount and the swap opportunity it creates that has attracted borrowers to these markets and helped create an expanding Eurobond market in the two currency sectors.

According to research conducted by Hambros Bank, Eurosterling bonds can be sold at a discount to gilt-edged stock at times when foreign investors expect the currency to appreciate. Such a situation occurred in early 1985 when there was a sudden surge of activity in the market, but later in the year investor interest subsided as oil price worries began to dominate the currency outlook.

That means that swap opportunities are sporadic at best in the Eurosterling market. Even supposing market conditions are favourable it may not, however, be all that easy to arrange a swap. The reason is that there are relatively few domestic takers of fixed rate sterling who would act as the counterparty.

Despite continual encouragement by the Bank of England, a corporate bond market has been slow to develop in the UK. Company treasurers are reluctant to commit themselves to long-term fixed rate finance as they tend to prefer to wait and see whether rates will move lower. Sometimes, therefore, finding an appropriate swap for a borrower who wants to issue in the Eurosterling market can take as long as a year.

Bankers believe that the dearth of swap opportunities will always be an inhibiting factor in the development of the Eurosterling bond market. But the building societies have injected new life into the floating rate sector, where their issues now account for about a quarter of all outstanding deals.

Nonetheless, they did not get off to an entirely easy start. International investors were unfamiliar with the building society credit and tended to confuse them with US thrift institutions which have been the subject of adverse publicity in recent years.

A process of education is now well under way, but the secondary market is looking warily ahead to next month when the interest payment legislation takes effect. Most of the issues will pay their first coupon shortly afterwards and there is some uncertainty about how investors will respond to the roll-over process when the new coupons take effect.

International demand fairly strong

French Franc Eurobonds

DAVID MARSH

THE FRENCH Government, it seems, has finally come to terms with the Eurofranc market, which has been the bane of successive administrations in previous years.

After the Eurofranc bond market closed down abruptly in the wake of President Francois Mitterrand's election victory in May 1981, the Treasury allowed reopening in April 1985 once it became clear that the Socialist government's policies had moved back in the direction of economic orthodoxy.

Bond issues since then have proceeded at the steady rate of two or three a month with no sign of any hiccups even during the run-up to the general election on March 16. A total of 21 issues amounting to FFr 9.6bn were made last year, with a further seven for a total of FFr 3.1bn launched up to the end of the first week in March.

A further issue of FFr 500m for Swedish Export Credit has also been slated for March, with dealers reporting good demand ahead of the elections.

The Eurofranc bond market was established in 1966 but has regularly been opened and closed to reflect squalls affecting the French currency. The Treasury was highly prudent about reopening the market last year because of the risk that Eurofranc borrowing would lead to a build-up of franc holdings abroad which could prove disruotive in times of currency unrest.

The total size of holdings on the Eurofranc market is still relatively small. But it has been fuelled in recent years by a perverse consequence of French exchange controls which prevent French importers from covering forward purchases of currencies needed to buy goods from abroad.

This has resulted in many importers switching to French franc invoicing— leading to a build-up in payments in francs to foreign exporters who then either deposit or sell the currency on international markets, outside the jurisdiction of the Bank of France.

In fact, because of the steady underlying performance of the franc, the Treasury's fears have proved to be unjustified. Helped by a sharp fall in French inflation, down to 4.7 per cent last year and heading perhaps to less than 3 per cent this year, as well as a return to current account surplus, the franc's parity against the Deutsche Mark has been unchanged for three years—even though a realignment in the European Monetary System is generally expected later this spring.

A total of 17 of the 28 issues made since last April have been issued for French borrowers. They include a number of well-established public sector names such as Electricite de France, Credit National and Credit Foncier as well as private groups such as Michelin, Peugeot and Remy Martin and nationalised industrial companies CGE, Pechiney, Saint Gobain and Renault.

International demand for Eurofranc issues has been fairly strong — with most interest coming from European institutions and private investors, but also some paper being placed in the US and Middle East. So these French operations have led on the whole to an import of capital into France.

Five supra-national borrowers and six other foreign entities—including IBM, Electrolux, Unilever, the Kingdom of Sweden—have also tapped the market.

Credit Commercial de France, which kept going a secondary market in Eurofranc issues even during the four-year dry period after the 1981 elections, has confirmed itself as leader in the issuing field with nine issues lead-managed so far, against seven for Banque National de Paris and six for Societie Generale. CCF prided itself on attracting the FF500m deal in February for Nersa, the French-based European nuclear agency — normally a client of BNP.

With interest rates on the French domestic bond market still tending downwards, the Euro franc barometer looks set fair even for the post-electoral period, barring unexpected political or economic shocks. Underlining the strength of the French capital market scene over the past 12 months, interest rates on Eurofranc bonds have dropped about 250 basis points since the market was opened in April last year.

So long as the franc holds steady, the Eurofranc market should continue to represent a flexible and relatively cheap source of financing for French and foreign borrowers—and the stop-go periods of the past may now represent nothing more than a footnote in the ledgers of the more historically-minded Euro-dealers.

Brighter prospects of interest in Europe

Canadian $ bonds

PETER MONTAGNON

CANADA'S CLOSE links with the US have cast something of a shadow over business in the Canadian dollar sector of the Eurobond market.

Though Canadian dollar bonds were among the few still offering double-digit coupons in the first weeks of 1986, the currency's close links with the US dollar made it less attractive to investors as the latter fell in exchange markets.

In addition, the Canadian unit itself came under pressure against the US dollar, forcing heavy intervention by the Bank of Canada and an upward squeeze on short-term interest rates so that bonds became harder to sell to European investors.

As a result, the Canadian unit seems to have lost some of its appeal to retail investors in Europe who have traditionally looked on it as a high yielding unit. Now, increasingly they are being offered alternatives in the form of Australian and New Zealand dollar bonds which carry much higher rates still and promise more of a chance of currency gain.

Perhaps because of this, the Canadian sector of the Eurobond market did not share fully in the overall growth of business last year. According to figures compiled by Orion Royal Bank, new issue volume in Canadian dollars rose last year to C$3.83bn from C$2.6bn in 1984, but this still left the currency with a share of just 2.2 per cent of the overall market compared with 2.6 per cent a year earlier.

Two factors characterise a market of this relatively small size:

First, it is one in which a new issue window opens only sporadically as pockets of investor demand can be identified.

The second is that, because of the demand for Canadian dollar bonds tends above all to be found among retail investors on the continent, the bonds themselves take longer to place than issues in other currencies.

As a result, the market can quickly become overloaded when a new issue window opens. There is no official queueing system as in some currency sectors and this lends the market very much a "stop-go" character.

Partly because it is relatively rare to find deep discounts between the Canadian dollar Eurobond yields and those on domestic government securities swaps in Canadian dollars are relatively hard to arrange. Canadian borrowers themselves therefore tend to dominate the market. Wood Gundy, the Canadian broking house, reckons that of 51 issues launched last year no less than 37 were for Canadian borrowers.

This is changing, however. Last year Bank of Tokyo tapped the market twice. Long Term Credit Bank of Japan was also among the foreign borrowers, as were Denmark, Gaz de France and the European Investment Bank.

Pragmatic approach to liberalisation measures

Dutch guilder bonds

LAURA RAUN

DUTCH BANKERS, who pride themselves on a mixture of conservatism and tolerance, have greeted the sweeping liberalisation of the Netherlands' capital markets with more welcoming words than innovative issues.

The dramatic deregulatory measures that took effect on January 1 sparked an initial flurry of new financial instruments but have produced only a steady trickle since then. Dutch banks, borrowers and investors are taking a typically cautious attitude toward the new freedoms allowed by the Finance Ministry while foreigners are waiting to see how the markets develop.

It will probably be months before it is known whether the rather sudden liberalisation measures achieve their goal of enhancing Amsterdam's attractiveness as a leading financial centre in the face of mounting competition from London and West Germany. The sizable Dutch institutional investors will have to be weaned away from their heavy dependence on Dutch Government bonds and steered toward the new products to help fuel the secondary market necessary to draw foreigners.

Foreign investors, who already have shown more interest in the guilder as the dollar has plunged, must be convinced that the new instruments are attractive, as must corporate treasurers. Prominent foreign companies will need to make their names more familiar to the Dutch to stimulate demand and foreign banks will have to chip away at the stranglehold on new issues wielded by the "klaverblad."

The klaverblad, or four-leaf clover, is comprised of the two largest Dutch banks, Algemene Bank Nederland (ABN) and Amsterdam - Rotterdam Bank (Amro), and their respective merchant banks, Mees & Hope and Pierson, Heldring & Pierson.

Several reasons account for the slowness of new instruments such as bullet bonds, floating-rate notes (FRNs), commercial paper and certificates of deposit (CDs). While the Dutch capital markets already were by law among the most open in Europe, especially in terms of capital flows, in practice market participants have limited themselves to a few traditional products.

Amsterdam remains heavily dominated by Dutch Government borrowing, with about three-quarters of all new public bond issues coming from The Hague. Dutch bankers also argue with great self-satisfaction that "kasgeld," or short-term interest rates for the corporate sector, may blunt the need for commercial paper and that the liquid money market still offers an alternative to CDs.

Finally, the Dutch bond market itself has floundered in recent months, in contrast to those elsewhere, because of worries over a widening budget deficit due to plunging natural gas revenue and some uncertainty over the May 21 Dutch General Elections.

But the banks, the central bank and the Finance Ministry all finally agreed last year that they had to limber up or lose out in the face of mounting competition for international funds, borrowers and investors. The Nederlandsche Bank, the Dutch central bank, previously had forbidden bearer paper shorter than two years, allowed only serial maturity bonds, strictly controlled the timing of new issues, maintained borrowing limits and prevented foreign banks from lead managing issues.

These regulations were integral to the central bank's policies of clearly separating capital and money markets, guiding interest rates through tight reins on the money market and keeping inflation as low as possible. Bullet paper, where redemption is made in one lump-sum payment, was viewed as more inflationary than serial paper where a portion of the holders receive their principal each of the last few years of the lifetime.

As from the beginning of this year, the two-tier minimum on bearer paper was scrapped so that a variety of new facilities are possible except for zero-coupon and index-linked bonds which are still viewed as too inflationary. The central bank's issue calendar has been greatly relaxed to allow borrowers to tap the market with three days' notice and limits have been abolished on the size of offerings. Foreign banks with Dutch subsidiaries now can lead manage issues and can underwrite as much as one-third of offerings, up from 20 per cent.

The greater flexibility is expected to promote interest rate and foreign exchange swaps, which previously were possible but hampered by the serial redemptions and months-long issuing queue. Note issuance facilities and revolving underwriting facilities, however, appear less promising because of solvability requirements by the Dutch central bank, according to Mr Wilco Jiskoot, a senior vice president at Amro.

The deregulation is expected to blur the distinctions between the domestic guilder bond market and that for Euroguilder notes. Interest rates for the two kinds of paper already were closely aligned because of the virtual lack of capital controls but they could become nearly indistinguishable in the future.

Only a dozen or fewer of the new types of paper have appeared so far: several CDs, a couple of commercial paper programmes and a few bullet bonds while FRNs seem to have fallen out of favour with the trend toward lower interest rates. Mr Cees Bijloos, manager of ABN's syndication and sales department, explains: "We have a healthy environment because of our cautious approach. We don't get carried away and then burn our fingers. The Dutch are pragmatic."

None of this has cast a shadow over the future, though. In contrast, the medium-term outlook appears quite rosy. The recent Dutch discount rate cut prospects for even lower rates, an expected realignment of the European Monetary System (EMS), a planned solution to the budget problems and a rather healthy Dutch emonomy are reasons for optimism. Moreover, the public sector borrowing requirement should fall again this year and liquidity remains high among Dutch institutional investors and corporate treasurers.

Falling oil prices not only will help drive inflation as low as a half per cent or even zero per cent but also may fuel economic growth, perhaps by an extra 1 per cent to 3½ per cent, and that could generate more tax revenue to fill the hole left by plummeting gas revenue. Natural gas, whose price is linked to oil, accounts for about 13 per cent of all state income although no fiscal shortfall is forecast until next year.

Mr H. Onno Ruding, the hard-line Finance Minister, is also pushing for a fresh package of austerity measures to be introduced in the 1987 budget. Mr Bijloos concludes: "There is no real problem with gas. The politicians are just playing games."

This announcement appears as a matter of record only.

Hambros Bank Limited
(International Debt Issues Department)

Over £1·2 billion* Underwritten in 1985 through 336 Issues

Issues in Australian dollars, New Zealand dollars, sterling and United States dollars Lead Managed for:–

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General Motors Acceptance Corporation (U.K.) Finance plc
General Motors Acceptance Corporation
New Zealand Forest Products Finance N.V.
Norsk Hydro a.s
Rogalandsbanken A/S
Société Nationale Elf Aquitaine
South Australian Government Financing Authority
TransCanada PipeLines Limited
Woolwich Equitable Building Society

March, 1986

*Sterling equivalent

Far Eastern centres are grappling with a severe downturn on the domestic front and preparing for the liberalisation of Japanese markets

The rising sun casts a shadow

Hong Kong

DAVID DODWELL

PETER SCHURING, regional head for Asia and the Pacific for Citibank's investment banking operations is this month moving his office from Hong Kong to Tokyo. Citibank's Asian administrative headquarters will follow in June.

The move is one of several occurring among international banks as they position themselves for the long-awaited liberalisation of Japan's financial markets.

Such moves have raised questions about Hong Kong's claim to be Asia's biggest banking centre, and the third largest in the world. They come in the wake of a string of local bank collapses that have illustrated difficulties in Hong Kong's domestic banking sector and left some international banks bruised.

"The ascendency of Japan is inevitable," said an executive in one leading American bank, "but the ascent is likely to take a very long time, and it seems unlikely that Tokyo will ever be so liberal that it will eliminate a lot of the reasons for maintaining a significant presence in Hong Kong."

Bankers say that the sheer size of Japan's securities business, the capital needs of its manufacturers, and the savings capabilities of its 110m people make it inevitable that international banks — once given the chance that liberalisation will in due course allow — will establish major businesses in Tokyo. Japan's commitment to an offshore banking market could also erode business done in Hong Kong.

But they point out at the same time that Japan is not in the foreseeable future likely to offer a number of attractions offered by Hong Kong. It is geographically less well placed than Hong Kong, is less well served by air routes, and has a more complex tax regime.

Most critically, it lacks the body of legal, accounting and security printing expertise that has been built up over many years in Hong Kong. Not insignificant to the banks is the fact that Hong Kong is a cheaper place to maintain a large body of expensive expatriate staff, while for expatriate families themselves, the English language environment of Hong Kong, and the fact that expatriate wives can easily find employment if they want it, both serve as attractions.

With 150 licensed banks in Hong Kong, and 313 deposit-taking companies (DTCs), Hong Kong has attracted into its compact central business district a formidable range of banking expertise. In 1985 it accounted for a substantial proportion of the US$76.6bn capital market business in the Asia-Pacific region — a volume of business almost twice that of 1984. With the recent arrival of four Australian banks, its banking community is growing rather than diminishing.

"Japanese banks are the largest lending force in Asia, and it can only be a matter of time before they start arranging business from Tokyo," an American banker active in the capital markets said. He nevertheless argued that Japanese banks remained "followers" rather than "leaders" in arranging international loans.

A recent Euroyen issue for Thailand, worth about US$300m, was arranged by Citicorp in Hong Kong, even though the Bank of Tokyo brought together the lending group in Japan.

A similar Euroyen funding for Indonesia, with loans coming almost exclusively from Japanese banks, was arranged in Hong Kong: "It is absurd that Hong Kong should be used as the venue for conducting such business," the banker said, "but until Japanese bankers acquire more marketing sense, the situation is unlikely to change."

Another factor acting in Hong Kong's favour is its proximity to China, where bankers hope to win major project financing as the country opens up to the outside world. China emerged last year to absorb about 10 per cent of the loans, notes and commercial paper syndicated in Asia — a total US$2.1bn.

This is a tiny fraction of what China might need if development accelerates. At the moment, however, China has provided more hope than action. One banker, reflecting the conviction of many, commented: "Sadly, it seems that China's financing needs are likely to be satisfied by a small group of people." If he is right, then Hong Kong's proximity may prove more of a handicap than an advantage.

Hong Kong's domestic manufacturers have become more important users of the capital markets recently. In 1985, borrowers like the Mass Transit Railway Corporation, Hong Kong Land, and the Kowloon Canton Railway Corporation, accounted for loans and paper amounting to US$1.9bn—compared with the 1984 total of US$1.1bn.

This is tiny by comparison with Australia's US$9bn borrowings, and the infinitely larger funding needs of Japanese industry, but it is no longer scoffed at by international bankers.

In fact, the borrowing needs of Hong Kong manufacturers could be much greater than they are. However, stagnation in export demand, and uncertainty over the fate of the Territory after 1997, has prompted many big local companies to put investment programmes on hold.

This in part explains why Hong Kong's domestic banks have failed to recover as expected from the property and stock market collapse of 1982. Competition is fierce for a trickle of borrowing interest, and there are no clear signals that interest is soon to revive.

The collapses last year of the Overseas Trust Bank and its subsidiary the Hongkong Industrial and Commercial Bank, while due to peculiar and perhaps criminal factors, were also influenced by the difficulties being experienced throughout the domestic banking sector.

The more dignified rescues of the Wing On Bank, and Ka Wah Bank over the Christmas period simply reinforced a conviction that Hong Kong is "overbanked."

Most foreign banks have been comparatively unscathed by these problems.

A banking reform package being unveiled this month is expected to preempt the more serious of the local banks' problems, mainly by improving supervision, pressing for improved bank management and establishing a set of effective early warning signals when problems emerge.

For foreign banks, the most important change is the introduction of capital adequacy ratios that will force many — particularly Japanese banks — to raise their local capital base. Another contentious issue has been the Hong Kong Government's efforts to tax interest earned on offshore funds.

This has been among changes attacked by the international financial community for making local tax affairs more complex, and for reducing the incentive to transact business through the Territory.

Financial Secretary Sir John Bremridge signalled in his most recent budget that the Government is willing to drop the matter, but government concern over tax avoidance by international financial institutions continues to simmer, and could yet re-emerge in another guise.

Sir John's February budget also eliminated stamp duty on certain lending instruments as a move to encourage more local capital market activity and has been welcomed by foreign and local banks, but is unlikely to be a critical issue as banks judge the size of their presence in Hong Kong.

Ultimately, the single most critical issue is 1997, when China regains sovereignty over Hong Kong. Depending on the form of administration adopted by Peking, and its sensitivity to the unique personality of Hong Kong, the Territory could thrive or wither. At present, the banking community is reserving judgment.

Vital role for the MAS

Singapore

STEVEN BUTLER

THE FUTURE of Singapore as a financial centre is at a crossroads. While local and regional financial markets are in a deep economic slump, and Singapore has been rocked by a big business collapse, moves are afoot to broaden substantially Singapore's appeal as a place for all kinds of financial transactions.

Singapore's reputation as a good place to do business has been badly smudged by the collapse of Pan Electric Industries, one of the island state's largest companies. Pan Electric's collapse in late November led to a three-day closing of the stock market to prevent a default on forward share contracts from starting a chain reaction of collapses in the securities industry.

The crisis was evidently touched off by fraud and regulatory laxness, and the Monetary Authority of Singapore (MAS), known for its toughness, has now assumed regulation of the stock market in an effort to prevent any recurrence.

On top of this, the near-term outlook for growth in Singapore and the region is extremely bleak, leading to dim prospects for profitable business. Further declines in the property market could cause serious bank difficulties.

Singapore's economy contracted by 1.7 per cent last year, and no one expects growth to resume for at least another 18 months. In resource-rich Malaysia and Indonesia, depressed raw material prices have derailed the erstwhile economic miracle and made prospects of profitable regional banking business very dim.

If the near term is bleak, many bankers have focused on a much brighter long run. "The groundwork is being put in place will make Singapore as attractive a place to do business as any in Asia," says the local head of a large British bank.

The idea is to expand on Singapore's already well-developed base as a centre for traditional loan business, which is no longer the growth area it once was, and to revise regulations that inhibit expansion into more free-wheeling fee-based business areas.

The Government has accepted in principle a series of recommendations from a high-powered economic committee that are designed to make Singapore the "Switzerland of Asia."

The committee has identified a number of key areas for growth:

● Fund management. Currently local and foreign investors are penalised for using Singapore-based fund managers by tax assessments against trading gains. It is now simple enough to avoid the tax by placing funds through an offshore manager and routing the funds into Singapore. Britannia, the London-based finance group, recently shut up shop in Singapore, partly because of these regulations. The committee has recommended doing away with these tax incongruities.

In addition, the virtual monopoly over local savings by the government-run Central Provident Fund, a compulsory pension system, has left little for private fund managers. The committee has recommended allowing Singaporeans to place a portion of their pensions with approved private fund managers. The CPF has more than S$21bn under its control.

● Debt securitisation markets. The panel is recommending that ministries and statutory boards begin to raise funds by issuing tradable debt instruments rather than by borrowing money from the Government.

● Financial and commodities futures. The trading of financial futures at the Singapore International Monetary Exchange (SIMEX) has been growing at a healthy pace.

The exchange is now starting up trading of a stock index future based on the Nikkei average of the Tokyo Stock Market. The panel has recommended adding futures contracts for commodities traded in the region.

● Trade financing. The panel has recommended that profits on third country trade be exempted from tax, which would create potentially far more opportunities for trade financing based in Singapore.

● Insurance. The panel recommends changes to broaden opportunities for reinsurance business in Singapore.

● Unlisted securities. Plans are now in the works to set up an unlisted securities market for small companies in Singapore, which may eventually graduate to the stock exchange of Singapore.

● Risk management. The panel hopes to encourage holding companies to set up base in Singapore and to attract multinational companies to establish regional treasury operations.

All these changes hinge, however, on something that cannot be readily foreseen—a basic change in attitude of regulatory authorities in Singapore, particularly the Monetary Authority of Singapore.

The economic committee, while cautiously praising the MAS, has recommended that it adopts a "developmental" approach to the regulation financial markets. This may be the hardest recommendation of all to bring to fruition.

Expansion in currency swaps

Australian and New Zealand $ Bonds

ALEXANDER NICOLL

THE EXPLOSION in Eurobond issues denominated in Australian and New Zealand dollars over the past year is a classic example of the use of swaps to exploit arbitrage opportunities between different credit markets.

The two currencies accounted for over US$4bn-worth of Eurobonds issued last year, up from virtually nothing in 1984. Figures compiled by Salomon Brothers show that almost 60 per cent of Australian issues, or $1.85bn, were motivated by currency swaps, and an astonishing 84 per cent of the New Zealand issues, or $888m-worth.

To explain the attractions of the sectors, it is necessary to examine them from three points of view: those of the wealthy private individual in Europe who likes Eurobonds because they are normally not subject to any withholding tax and are in bearer form; the top-rated borrower from the US or Europe seeking credit markets to tap on tight terms with a view to swapping into very cheap, probably US dollar-denominated, funds; and the Australian or New Zealand company or state entity seeking to reduce borrowing costs in view of very high domestic interest rate.

Mr David Burnett, an executive director of Orion Royal Bank, which has the largest market share in the arranging of issues in Euro-Australian dollars, traces the market back to an Australian dollar devaluation three years ago, which was seen in the markets as being too great.

European investors, particularly in the Benelux countries, therefore thought the currency a good bet for short maturities and were eager to earn the high interest rates prevailing in Australia. They were prepared, however, to earn lower yields on Euro-Australian dollars than those prevailing on domestic securities in return for escaping domestic registration and withholding tax.

This opened up the potential for considerable spreads between the Euro and domestic yields—and an arbitrage opportunity that many swap-minded borrowers could not resist. Australian and West German banks and US corporates have all been prominent issuers.

Typically, they would swap the proceeds of such issues with Australian corporates which can thus obtain fixed-rate funding below prevailing domestic yields. The bond issuer can probably obtain funds, probably in dollars, at below London interbank offered rates as a result.

The market is particularly attractive for Australian entities because, although Australia does have well-developed money markets, the medium- and long-term domestic corporate bond market is small.

Australian borrowers with well-known names internationally have also tapped the offshore market directly to take advantage of the European interest in their bonds, which spread from the Benelux countries to West Germany and Switzerland. They could thus obtain funds at below domestic rates without swapping.

Growth of the primary Australian dollar Eurobond market has been stifled recently by several considerations. European investors found that the Australian dollar depreciated substantially against their own currencies as the latter strengthened.

At the same time, a significant rally in the Australian domestic market has in some cases put the yields on Euro-issues above those on domestic issues, thus eliminating swap opportunities.

There has, however, been substantial trading in the secondary market, with European selling offset to some extent by US buying. Since US residents can buy only "seasoned" Eurobond issues—those which have been issued for more than 90 days—US interest tends to boost only the secondary market.

The amount of trading, with market-makers reporting quite heavy though small-ticket business, is surprising given that investors have been retail rather than institutional and might be expected to salt away the bonds, which are all fairly short-dated, until maturity.

The yield spreads which opened up the New Zealand dollar market were enormous, with European investors prepared to take paper at substantially below domestic New Zealand yields in order to earn coupons which were still far higher than they could earn in other currencies.

Though the currency outcome for New Zealand dollar investors has not been bad, issue volume has slowed recently partly because investors have simply got enough in their portfolios for a currency in which the interest and exchange rate outlook is uncertain. In addition, narrower spreads between offshore and domestic yields have reduced the attractions of swaps.

Although these sectors have attracted most leading issuing houses, they have also provided opportunities for a few banks to develop specialist niches. In Australian dollar issues, leading market-makers include Orion, Hambros Bank, Kredietbank

In the New Zealand market, Hambros and Kredietbank also make markets with some New Zealand banks and brokers. Market-making is difficult, particularly in the New Zealand market, because it is hard to fund positions.

Local bank lead favoured

Danish Crown Bonds

HILARY BARNES

THE DEVELOPMENT last year of a market in Eurokrone bonds was a natural extension of the almost complete liberalisation of capital movements between Denmark and abroad. Since 1983 non-residents have been able to buy Danish state bonds without restriction and Danish residents are permitted to invest in foreign bonds and shares.

"For us the market is no problem. It is only a small influence in the wider whole," says Mr Niels Erik Soerensen, of the finance ministry's national debt office.

The National (central) Bank operates some informal guidelines, although it has no formal jurisdiction. But as issues will invariably involve a Danish bank, the central bank has some leverage. It operates a gentleman's agreement with the Danish banks, of which only five have so far acted as lead managers.

"We want to see a Danish bank in the lead management group, though not necessarily as book runner," says Mr Erik Niepoort, of the National Bank. "The Danish Bank should be an active lead manager, with which we can communicate in order to obtain information. We also like to be briefed before an issue is launched, so that we can nod approval.

"We also have guidelines as to the size of issues, which should not be larger than the market can swallow."

The bank also wants maturities of five to 10 years. "There has been no question yet of issuing short paper, but we would not be happy if it arose," Mr Niepoort says.

The first issue was made in April 1985, when the European Investment Bank raised Kr 250m. This was quickly followed by several other issues.

The attraction of these first issues was that the yield was about a half per cent lower than they yield on Danish Government bonds, and there was therefore an opportunity for profitable arbitrage. "We didn't like this, and considered at the time whether the State should enter the market," said Mr Soerensen; but the margin was quickly narrowed in subsequent issues.

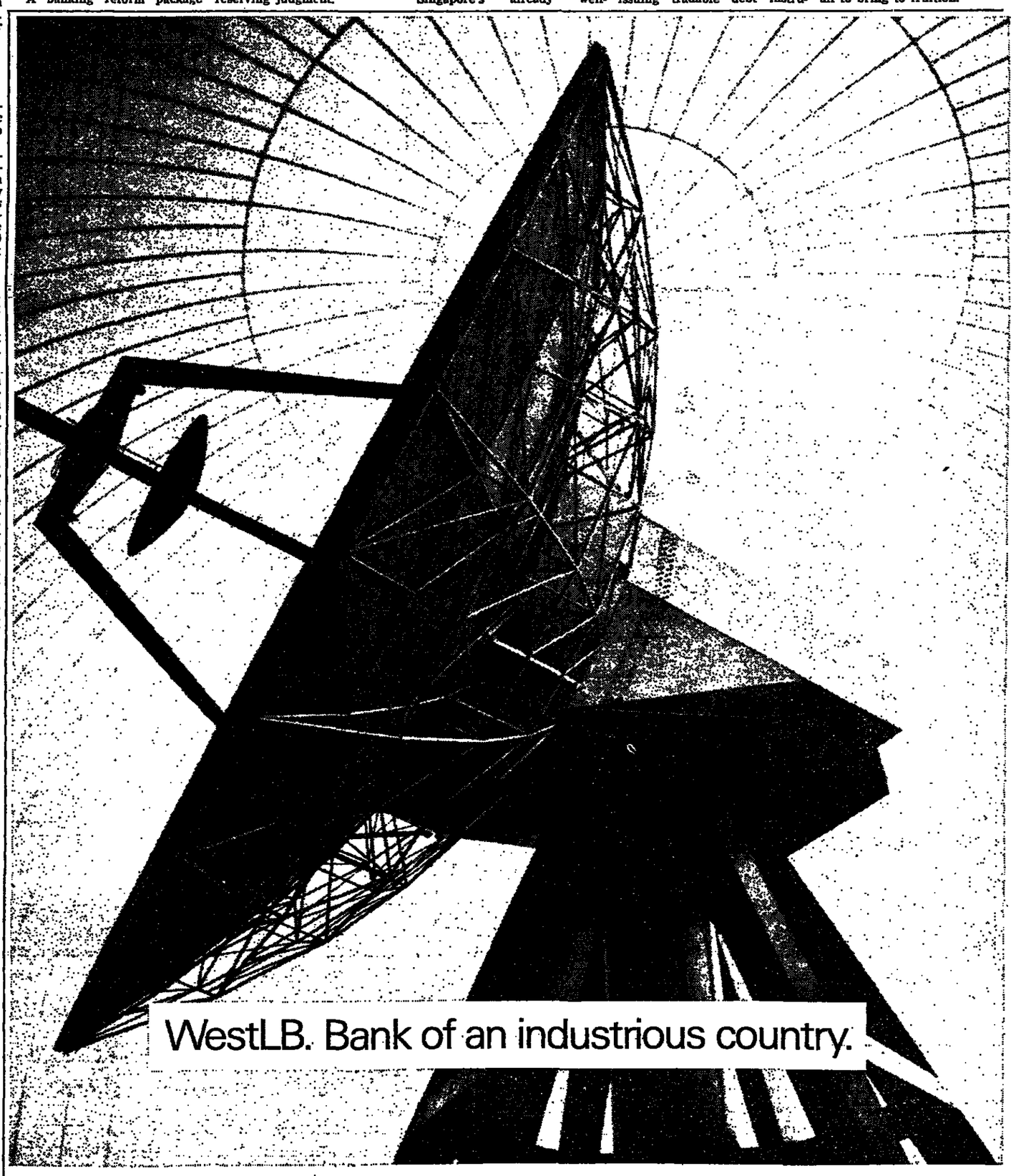
All the 21 issues made so far, totalling Kr 5.5bn, have been in the Kr 200m-300m range with the exception of an issue by S.E.K. In February this year which issued Kr 500m, with another Kr 500m on tap.

The five Danish banks which have been active in the market are SDS, the Savings Bank, Copenhagen Handelsbank, Danske Bank, Privatbanken and Andelsbanken.

Fourteen issues to date have been made by Nordic borrowers, including the Nordic Investment Bank, Norsk Hydro and L. M. Ericsson.

There is a certain attraction in Danish Krone bonds for Swedish Corporate borrowers, who may have a use for the money to finance the investments of Danish subsidiaries, while the rates have been favourable as compared with rates in the Swedish market.

The creditors appear to be "the Belgian dentist," who prefers the Eurokrone bonds to Danish state paper because they are quoted in Luxembourg and because there is a physical certificate attached.



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WestLB
The Westdeutsche Landesbank.

Head Office Düsseldorf

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Moët·Hennessy

ECU 50,000,000
9 Per Cent. Notes Due 1991

Chase Investment Bank

Banque Bruxelles Lambert S.A. — Banque Indosuez
Crédit Lyonnais

Algemene Bank Nederland N.V. — Banque Internationale à Luxembourg S.A.
Banque Nationale de Paris — Banque Paribas Capital Markets Limited
Credit Suisse First Boston Limited — Deutsche Bank Capital Markets Limited
Dillon, Read Limited — Generale Bank
Kredietbank International Group — Lazard Frères et Cie
Merrill Lynch Capital Markets — Morgan Grenfell & Co. Limited
Morgan Stanley International — Nomura International Limited

December, 1985

Chase Investment Bank

This announcement appears as a matter of record only.

SOUTHERN CALIFORNIA gas COMPANY

Swiss Francs 100,000,000
5⅞% Bonds Due 1998

Chase Manhattan Bank (Switzerland)

Bank Heusser & Cie AG — Kredietbank (Suisse) S.A.
Banque Gutzwiller, Kurz, Bungener S.A. — Nordfinanz-Bank Zurich
Banque Paribas (Suisse) S.A. — Clariden Bank
Chemical Bank (Suisse) — Lloyds Bank Plc.
Merrill Lynch Bank (Suisse) S.A. — Amro Bank and Finanz
Morgan Guaranty (Switzerland) Ltd. — Armand von Ernst & Cie AG
Sogenal, Société Générale Alsacienne de Banque — Banco di Roma per la Svizzera
Soditic S.A. — Banque Cial (Suisse)
Banque Bruxelles Lambert (Suisse) S.A. — Banque Générale du Luxembourg (Suisse) S.A.
Banque Rothschild Banque Indosuez
Commerzbank (Schweiz) AG — Banque Morgan Grenfell en Suisse S.A.
Compagnie de Banque et d'Investissements, CBI — Caisse d'Epargne du Valais
Hottinger & Cie — Fuji Bank (Schweiz) AG
Samuel Montagu (Suisse) S.A. — Gewerbebank Baden
Nomura (Switzerland) Ltd. — Handelsfinanz Midland Bank
Sanwa Finanz (Schweiz) AG — Hypotheken- und Handelsbank Winterthur
J. Henry Schroder Bank AG — Maerki, Baumann & Co. AG
Verwaltungs- und Privat-Bank AG — Sparkasse Schwyz

February 1986

Chase Investment Bank

This announcement appears as a matter of record only.

Firestone
The Firestone Tire & Rubber Company

Swiss Francs 210,000,000
5⅝% Bonds Due 1996

Chase Manhattan Bank (Switzerland)

Banque Gutzwiller, Kurz, Bungener S.A. — HandelsBank N.W.
Crédit Commercial de France (Suisse) S.A. — Bank von Ernst & Cie. AG
Samuel Montagu (Suisse) S.A. — Banca del Gottardo
Banque Privée S.A.
Banque Nationale de Paris (Suisse) S.A. — La Roche & Co., Banquiers
Internationale Genossenschaftsbank AG — Schweizerische Hypotheken- und Handelsbank
J. Henry Schroder Bank AG — Banca della Svizzera Italiana
Wirtschafts- und Privatbank
Banca di Credito Commerciale e Mobiliare S.A. — Aargauische Hypotheken- und Handelsbank
Banca del Sempione — Banque Vaudoise de Crédit
Banca Solari & Blum S.A. — Bank in Gossau
Bank in Huttwil — Bank in Menziken
Bank in Ins — Bank vom Emmegebiet
Bank Langenthal — Basellandschaftliche Hypothekenbank
Bank in Langnau — EKO Hypotheken- und Handelsbank
Bank Neumünster — Luzerner Landbank AG
Bank Rohner AG — Banque Romande
Banque de Dépôts et de Gestion — B.E.G. Bank Européenne des Banques
Banque Louis-Dreyfus en Suisse S.A. — Banque de l'Union Européenne en Suisse, S.A.
Crédit Lyonnais Finanz AG Zürich — Bank in Liechtenstein Aktiengesellschaft
Great Pacific Capital
Grindlays Bank p.l.c.
E. Gutzwiller & Cie
Overland Trust Banca
Rüegg Bank AG
St. Galler Creditanstalt
Società Bancaria Ticinese
Solothurner Handelsbank
Spar- und Leihkasse Schaffhausen
Volksbank Willisau AG

Banco di Roma per la Svizzera — Bank Heusser & Cie AG
Banque Rothschild Banque Paribas (Suisse) S.A.
Chemical Bank (Suisse) — Commerzbank (Schweiz) AG
Kredietbank (Suisse) S.A. — Manufacturers Hanover (Suisse) S.A.
Merrill Lynch Bank (Suisse) S.A. — The Nikko (Switzerland) Finance Co., Ltd.
Soditic S.A. — Sogenal, Société Générale Alsacienne de Banque
Sumitomo International Finance AG

March 1986

Chase Investment Bank

This announcement appears as a matter of record only.

SOUTHERN CALIFORNIA gas COMPANY

SFr 100,000,000/$47,250,000
Currency Exchange Agreement
Due 1998

Arranged by
Chase Manhattan Capital Markets Corporation
February 1986

Chase Investment Bank

This announcement appears as a matter of record only.

Firestone
The Firestone Tire & Rubber Company

SFr 210,000,000/$100,000,000
Currency Exchange Agreement
Due 1996

Arranged by
Chase Manhattan Capital Markets Corporation
March 1986

Chase Investment Bank

This announcement appears as a matter of record only.

Woodside Financial Services Ltd.
(Incorporated in the State of Victoria)

U.S. $300,000,000
Guaranteed Floating Rate Notes
Due July 1997

Unconditionally Guaranteed as to Payment of Principal and Interest by

Australian Industry Development Corporation
(A statutory corporation, wholly-owned and guaranteed by the Commonwealth of Australia)

Chase Investment Bank

Bank of Tokyo International Limited — Banque Nationale de Paris
County Bank Limited — Merrill Lynch Capital Markets

ANZ Merchant Bank Limited — Bank of Montreal
Bankers Trust International Limited — Banque Indosuez
Banque Paribas Capital Markets Limited — Barclays Merchant Bank Limited
Credit Suisse First Boston Limited — Dai-Ichi Kangyo International Limited
Deutsche Bank Capital Markets Limited — HongkongBank Limited
IBJ International Limited — Lloyds Merchant Bank Limited
LTCB International Limited — Mitsubishi Trust & Banking Corporation (Europe) S.A.
Mitsui Trust Bank (Europe) S.A. — Samuel Montagu & Co. Limited
Morgan Grenfell & Co. Limited — Morgan Stanley International
National Australia Bank — Orion Royal Bank Limited
Salomon Brothers International Limited — Shearson Lehman Brothers International
Sumitomo Finance International — Westpac Banking Corporation

January, 1986

Chase Investment Bank

This announcement appears as a matter of record only.

ECC GROUP

English China Clays P.L.C.
U.S. $75,000,000
Euro-Commercial Paper Program

Issuer:
English China Clays Finance N.V.

Unconditionally and Irrevocably Guaranteed by:
English China Clays P.L.C.

Arranged by:
Chase Investment Bank

Dealers:
Chase Manhattan Limited
J. Henry Schroder Wagg & Co. Limited
Swiss Bank Corporation International Limited

Issuing and Paying Agent:
The Chase Manhattan Bank, N.A.

January, 1986

Chase Investment Bank

This announcement appears as a matter of record only.

Republic of Indonesia
U.S.$300,000,000
Floating Rate Notes Due February 2001

Chase Investment Bank — IBJ Asia Limited — Lloyds Merchant Bank Limited

Arab Banking Corporation (ABC) — Banque Bruxelles Lambert SA
Banque Paribas Capital Markets Limited — BOT International (H.K.) Limited
BT Asia Limited — Chemical Bank International Limited
Credit Suisse First Boston Limited — Dai-Ichi Kangyo International Limited
Daiwa Overseas Finance Limited — Fuji International Finance (HK) Limited
Indosuez Asia (Singapore) Limited — Kyowa Finance (Hong Kong) Limited
LTCB International Limited — Manufacturers Hanover Limited
Merrill Lynch Capital Markets — Mitsubishi Finance (Hong Kong) Limited
Mitsubishi Trust Finance (Asia) Limited — Mitsui Finance Asia Limited
Mitsui Trust Finance (Hong Kong) Ltd. — Morgan Guaranty Ltd
Nomura International Limited — Orion Royal Pacific Limited
Saitama International (Hong Kong) Limited — Sanwa International Finance Limited
Saudi International Bank — Sumitomo Trust International Limited
Taiyo Kobe International Limited — Takugin International (Asia) Limited
Tokai Asia Limited — Yasuda Trust and Finance (Hong Kong) Limited

Financial advisers to the borrower:

Kuhn Loeb Lehman Brothers International, Inc. — Lazard Frères et Cie. — S.G. Warburg & Co. Ltd.

JANUARY 1986

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SECTION II – COMPANIES AND MARKETS

FINANCIAL TIMES

Monday March 17 1986

Thwaites
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INTERNATIONAL BONDS

Dollar worries turn investors to other currencies

ISSUE MANAGERS in the international bond market took full advantage of the latest round of discount rate cuts to launch a flood of paper last week. The lowest coupons this decade were seen in several sectors as prices initially soared in most major markets, writes Clare Pearson in London.

Yet with worries about a further fall in the dollar on their minds, investors switched their attention heavily towards other currencies such as the Ecu, yen, D-Mark and French franc. Some of the new dollar issues were left high and dry at the end of the week as the New York market turned softer.

Many of these were originally priced as if the market were still set to roar ahead. A case in point was the 12-year issue for BPCA Finance, bearing an 8¾ per cent coupon. Traders said that it was very tightly priced, and it was left to languish as the week progressed. The issue for ICI, on the other hand, also tight with a coupon of 8 per cent over 10 years, survived to be quoted in the market on Friday afternoon inside the fees.

EUROMARKET TURNOVER
Turnover ($m)

	Straights	Conv	FRN	Other
Primary Market				
US$	2,313.7	16.0	274.0	215.0
Prev	3,644.7	820.3	297.1	375.0
Other	1,112.6	–	–	89.5
Prev	1,614.3	2.9	3.1	147.5
Secondary Market				
US$	30,581.5	1,316.3	15,050.8	4,389.6
Prev	32,349.5	1,734.0	13,828.9	3,316.1
Other	11,035.7	178.6	1,674.2	3,306.1
Prev	11,812.9	208.6	1,775.6	3,114.4

	Cedel	Euroclear	Total
US$	18,814.7	37,338.3	54,153.0
Prev	16,674.7	39,690.9	56,365.6
Other	9,329.0	8,087.7	17,396.7
Prev	9,403.8	9,275.6	18,679.4

Week to March 13 1986 — Source: AIBD

Volvo achieved a certain glamour by launching the first fixed-rate dollar bond of the decade with a coupon below 8 per cent. It was a 7⅞ per cent deal with a life of only three years and met a positive response from the market.

Deal of the week in the dollar sector may have been BASF's 15-year equity warrants issue. As with similar issues, investors snapped up the chance of buying into German shares – BASF is in any case a favourite name on the West German stock market.

One major beneficiary of the new focus on non-dollar issues was the Ecu market. In secondary trading, prices leapt ahead, some up by three points on the week, as traders tried to correct long-held short positions. The risk of a realignment in the European Monetary System seemed to be receding and everyone spotted the disproportionate cheapness of bonds in the Ecu sector.

In the primary market, Banco di Roma was first to take advantage of Ecu enthusiasm and its seven-year 8¼ per cent bond was trading at issue price within hours of its appearance. That created room for an increase to Ecu 100m from Ecu 75m.

Friday saw new issues for Colgate Palmolive, a well-liked name among European investors, and for the European Coal and Steel Community, a deal which was targeted at Nordic investors.

Bankers expect strong growth in this market in the medium term, although it is currently limited by the difficulty of arranging swaps. With the Ecu fairly stable against the dollar, issues in the currency represent an attractive alternative.

D-Mark issues were also firm. The European Investment Bank was able to launch a deal with a 5¾ per cent coupon, the lowest on a straight fixed-rate issue since the late 1970s. Another record low coupon – 1⅞ per cent – was achieved on Kao Corporation's equity warrants bond.

Yen-denominated issues were also in heavy demand last week. A move away from the dual-currency deals of recent weeks was evident, and six straight fixed-rate issues were launched. Four of these came on Friday which crowded the market, especially as the terms on the issue for American Express were felt to be aggressive and the bonds for US oil company Atlantic Richfield also moved rather slowly. Nevertheless, the offerings for IBM and the Republic of Finland went well.

Traders are bullish on the Euroyen market, and expect a further discount rate cut in Japan. Following this week's rush of corporate issues bankers say there is now, if anything, a shortage of sovereign paper in this market.

The UK building societies kept the issues coming in the Eurosterling market. Nationwide and Alliance & Leicester added further deals to the market for fixed-rate bonds. The coupon on Nationwide's deal was only 10¼ per cent, and on the issue for Alliance only 10 per cent to accommodate the swaps for which the proceeds of the issues were destined. Bankers were wondering about how many appropriate counterparties could be left.

Bradford and Bingley launched a floating rate note at the now standard building society margin of ⅛ per cent over London interbank offered rate. Leeds Permanent, however, brought a novel structure in the expectation that building societies will eventually be able to use futures markets. The interest rate was fixed at 12 1/16 per cent until June and thereafter rollover dates coincide with futures contract dates.

Prices in the Swiss franc market moved higher by up to ½ per cent in good volume.

Nippon Telegraph and Telephone launched a two-tranche SFr 300m issue and a cut in coupons took that on the 10-year tranche to 4¼ per cent, the lowest on a straight public bond since 1979.

A SFr 250m perpetual floating rate note issue for the Council of Europe is expected to surface next week, as is an issue for Olivetti, the Italian office automation group.

Swiss banks probe Japanese reciprocity

BY JOHN WICKS IN BERNE

A TEMPORARY halt has been called to the licensing of new Japanese bank operations in Switzerland. According to Dr Hermann Bodenmann, chairman of the Swiss Banking Commission, the authorities are reviewing the question of Japanese reciprocity.

A foreign bank can be licensed in Switzerland only if its home country permits Swiss banks to operate "comprehensively and profitably." As long as Swiss banks are not allowed full entry into the Japanese securities sector, Dr Bodenmann said, Japan could not be seen as granting full reciprocity.

"What is made possible for American and German banks cannot be denied to Swiss banks," he added.

He said studies are being carried out as to whether bank-type finance companies should be subject to reciprocity requirements. Large numbers of these have been set up in Switzerland recently by Japanese interests.

His remarks were made during a news conference in Berne. On reciprocity with other countries, he said, in Australia it was now possible for Swiss banks to establish merchant bank units. Those who wanted to take advantage of this opportunity had urged the banking commission to adopt a "tolerant attitude" with regard to licensing the Australian-controlled Grindlays Bank in Switzerland.

The commission had now informed the Australian authorities that it was prepared "under certain conditions" to reconsider its earlier decision to withdraw Grindlays' licence. However, no new Australian banks would be allowed to set up activities due to the lack of adequate reciprocity.

In its annual report, the commission says it is considering an increase in the minimum coverage of banks' risks in problem countries. Since 1983 banks have had to set aside at least 20 per cent against the value of these assets.

The report sees sovereign risks as remaining a problem in the coming years. In view of the banks' good 1985 results, they are in a position to keep up the necessary "cautious provisions policy."

The banking commission is also investigating whether new financial instruments such as note issuance facilities (Nifs) and revolving underwriting facilities (Rufs) should be subjected to a coverage ratio. Financial futures and other futures transactions are already subject to an 0.3 per cent capital-backing rate.

In connection with recommendations of the Bank for International Settlements' Cooke committee, the commission has called on Swiss banks to keep a close watch on their operations in new areas of off-balance-sheet business.

INTERNATIONAL CREDITS

South Africa wins battle to keep debt repayments to 5%

SOUTH AFRICA has won its battle to keep debt repayments to commercial banks down to 5 per cent of the amount maturing during the period of the interim debt restructuring proposed by Dr Fritz Leutwiler, the Swiss mediator between Pretoria and its creditors, writes Peter Montagnon, Euromarkets Correspondent, in London.

The technical committee of leading creditors, formed after the proposals were launched last month, completed its work last week and detailed proposals were due to go out to a wider spectrum of some 230 smaller creditors over the weekend.

The committee has made only what are described as technical modifications to the Leutwiler proposals but one of these is clearly designed as a compromise for those banks, above all in the US, which had been seeking a higher level of repayments.

Under the revised scheme the downpayment on debt that has already fallen due will be brought forward to the start of the scheme instead of being paid in regular quarterly instalments. That means banks will receive a much bigger upfront payment for agreeing the deal than had previously been scheduled. The total could well account for a sizable portion of the $500m which is due to be repaid in all.

Another change is that the scheme will now extend until June next year the maturities of the commercial bank debt frozen since last August. Originally it was to run only until March 1987, but a slightly longer period has been chosen both to give South Africa time to sort out next year's budget and for creditor banks to complete reporting their 1986 results before the debt question looms again.

The review of South Africa's economy previously scheduled for next February will now probably take place in May 1987. At that stage the next steps in sorting out the country's $24bn foreign debt problems will be decided.

Meanwhile there will be an interim review of the situation in about six months at which South Africa has undertaken to reopen the repayment question if its balance of payments situation has improved.

Several of the 30 creditor banks involved in the negotiations with Dr Leutwiler believed initially that South Africa's balance of payments, boosted by a higher gold price and lower oil price, would permit a higher level of repayments than the 5 per cent originally proposed. After a closer look at the figures, they have now accepted the original estimate, defended very strongly by Dr Leutwiler, that 5 per cent was the maximum reasonable for the time being.

That has helped put the Leutwiler proposals back on track, although bankers say there remains the uphill task of persuading smaller creditors to agree to the details. Dr Leutwiler said last month he wanted the whole arrangement to be wrapped up when the present debt standstill expires at the end of March so it does not have to be renewed.

Elsewhere conditions in the Eurocredit and Euronote market remain very quiet, although on Friday Citicorp and Lloyds Merchant Bank announced a new £100m facility for Jaguar, the UK car manufacturer. Under the five-year deal Jaguar can raise funds through multi-currency short-term advances, sterling and US dollar bank acceptances and sterling medium-term notes.

The facility is backed by a £50m revolving credit with an annual fee of 6¼ basis points. Drawings will bear interest at 10 basis points over the London interbank offered rate for Eurocurrency deposits, and there will be an additional utilisation fee of 2½ points if more than half is drawn.

Korean Airlines is raising $76m through a 10-year credit to purchase two Airbus cargo planes. The deal, led by Chase (Asia), Midland, National Westminster and Mitsubishi Finance (Asia), will carry a large tax-spared element providing tax credits for lenders in the UK, Belgium and Japan. This portion will bear interest at a margin of 5/16 per cent over Libor, the rest at ⅝ per cent.

Citicorp has been appointed sole dealer on a $250m certificate of deposit facility for Banco di Roma. The bank also said on Friday that its $300m credit for IRI, Italy's state holding company, had raised nearly $850m in the market.

Telefonica, Spain's telecommunications company, is seeking $250m. Bankers say they are concerned that it might try and syndicate the loan itself with relationship banks. The worry is that this would set a precedent other Spanish banks might follow and prevent banks from earning syndication fees.

US insurer loses $7.3m

BY WILLIAM HALL IN NEW YORK

ALEXANDER & Alexander (A&A), the world's second largest insurance broker, lost $7.3m in the year to end-December 1985 after taking a $52m after-tax provision to cover the estimated loss on the disposal of its discontinued underwriting operations.

The company's income from continuing operations rose by 58 per cent in 1985 to $44.7m or $1.17 per share which compares with $28.3m or $0.78 per share, restated to reflect the group's July 1985 merger with Reed Stenhouse. Operating revenues rose by 16 per cent to $913.6m in 1985.

The group's income from continuing operations in the final quarter of 1985 fell by 74 per cent to $2.9 or 7 cents a share despite a 17 per cent rise in revenues to $239.7m.

Mr John Bogardus, A&A's chief executive, said the costs of integrating A&A and Reed Stenhouse had "been higher than originally anticipated."

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The Procter & Gamble Company

U.S. $200,000,000

9½% Notes due February 11, 1998

Goldman Sachs International Corp.

Daiwa Europe Limited

Morgan Guaranty Ltd

Salomon Brothers International Limited

Union Bank of Switzerland (Securities) Limited

Banca Commerciale Italiana — Banque Nationale de Paris

Berliner Handels- und Frankfurter Bank — Commerzbank Aktiengesellschaft

Dai-Ichi Kangyo International Limited — IBJ International Limited

LTCB International Limited — Mitsui Trust Bank (Europe) S.A.

Morgan Stanley International — The Nikko Securities Co., (Europe) Ltd.

Orion Royal Bank Limited — Smith Barney, Harris Upham & Co. Incorporated

Toronto Dominion International Limited — Yamaichi International (Europe) Limited

February, 1986

The Kingdom of Belgium

US$500,000,000

Multi-Currency Term Loan

Arranged by:
MORGAN GUARANTY TRUST COMPANY OF NEW YORK

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AMSTERDAM-ROTTERDAM BANK N.V. — BACOB S.C. — BANQUE INTERNATIONALE À LUXEMBOURG, SA
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MORGAN GUARANTY TRUST COMPANY OF NEW YORK

March 1986 — *This announcement appears as a matter of record only.*

CORPORATE FINANCE

Testing time for Wall Street's junk bonds

INVESTORS in the high-yield US corporate bond market, popularly known as the junk bond market, have missed out on much of the recent dramatic rally in the US credit markets, which has pushed yields on long-term government paper down to levels not seen since 1977.

While US government bond yields have tumbled by close to 400 basis points over the last 12 months—with the result that US Treasury 9¼ per cent. due 2016, is now yielding less than 8 per cent—the rates being offered on new issues of junk bonds remain stubbornly high. Despite the fantastic profits being made in the US bond markets, some observers are questioning whether investors are beginning to lose their appetite for junk bonds.

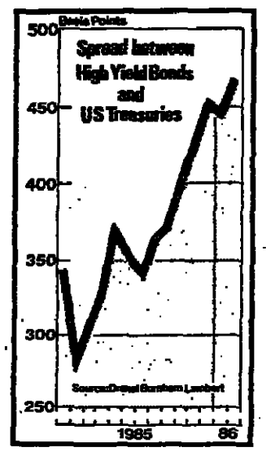
Take R. H. Macy, the department store. It will probably have to pay more than 15 per cent on the 15-year debentures it is issuing to finance its $3.5bn management buy-out, and Mr Ted Turner, the flamboyant media entrepreneur, will probably have to pay as much, if not more, on the $1.4bn of bonds he plans to issue to pay for his takeover of MGM/UA Entertainment, the Hollywood film producer.

The $1.15bn of increasing rate exchangeable guaranteed preferred stock issued earlier this month by Mr Rupert Murdoch, the Australian-born media magnate, carries a 13 per cent coupon in year one which rises to 15 per cent in the third year. This is nearly twice as much as the rate at which prime companies can borrow in the US commercial paper market.

Companies are paying a high price to tap the junk bond market, but some observers are asking whether, given the risks, the price is high enough.

Last year close to $1bn of junk bonds went into default, according to Morgan Stanley. This was roughly three times the average for the previous two years. The recent collapse in world oil prices will cause further problems for holders of energy related bonds.

Most investment bankers accept that the quality of new issues has been declining. However, the official word from Drexel Burnham Lambert, the New York investment bank, which has done more than most to foster the growth of new issues in this market, is that the market is thriving. "We can sell everything we can get our hands on, it is just a matter of rate," says Mr Christian Andersen, a managing director of Drexel, which is responsible for selling three of the four biggest issues now in the market.



The gap between US government paper and comparably dated junk bonds has widened recently. The spread between the yield on Drexel's composite high-yield bond index and comparable US government paper has risen from 282 basis points a year ago to 469 basis points in February.

Morgan Stanley's Mr Martin Fridson notes that in some sectors, most notably the energy industry, the spread between high-yield bonds and comparable US Treasury issues is at a record level. He calculates that high yield issues in the energy sector are yielding 635 basis points on average, over comparable treasury issues, and the gap has widened by 100 basis points in the last month alone.

Mr Fridson is one of several experts in the US junk bond market who argue that the widening of spreads does not indicate a lessening of investor enthusiasm for new junk bond issues. He notes that three issuers—Beatrice, Macy and Turner—are in the process of bringing over $5bn of junk bonds to market and the widening of spreads partly reflects the temporary bulge in supply.

While he cautions investors to be selective in what they buy, he believes the market at present levels is attractive and he expects spreads to narrow.

Many of the recent issues of high-yield bonds are trading above par and because there is a risk that the bonds might be called, prices are not performing as strongly as comparable Treasury issues.

Many of the analysts who follow the high-yield bond market in the US remain enthusiastic about its potential. However, some of them are uncomfortably aware that for the last two years the junk bond market has lagged behind the US government securities market in terms of overall return (including appreciation). The next couple of years could prove to be a testing time for a sector of the US financial markets which increasingly appears to have more in common with the US equity markets than the straight corporate debt markets.

William Hall

Hudson's Bay cuts loss

BY BERNARD SIMON IN TORONTO

HUDSON'S BAY COMPANY, the debt-laden Canadian retail, property and fur trading group, reduced net losses to C$5.6m (US$4m) or C$1.09 a share in the year to January, from C$107.4m or C$5.40.

Revenues rose 9.2 per cent to C$5.3bn and operating profits more than doubled from C$111.9m to C$252.9m. But trading income was wiped out by interest charges on the company's debt. Interest payments rose from C$199.3m to C$250.4m, reflecting a further increase in borrowings.

The improved trading results came mainly from the retail division, consisting of the Bay, Simpsons and Zellers department store chains. Hudson's Bay said operating profits from merchandising jumped from C$17.1m to C$123.4m. Retail sales values rose by 9 per cent.

A reorganisation begun a year ago has cut expenses at Simpsons, which has been the biggest drain on the group's resources in the past few years. Operating income from Markborough Properties, the group's successful real estate arm, grew by 7.3 per cent to C$96.8m. Real estate profits were boosted by C$27.6m, mainly from the sale of four merchandising properties.

As part of its recovery plan, Hudson's Bay disposed of six peripheral businesses last year, realising C$66m.

The family of Lord Thomson of Fleet owns 73 per cent of Hudson's Bay.

Write-off hits Indiana utility

PUBLIC SERVICE of Indiana, the electric utility, expects to suffer a net loss of $1.25bn for 1985, or $23.17 a share, because of a write-off from its Marble Hill nuclear plant, Reuter reports from Plainfield, Indiana.

Earnings from operations were $118m or $1.66 a share. The total write-off at the plant is $1.34bn.

The Securities and Exchange Commission had allowed it to report $475m as a "regulatory asset," the utility said.

Setback at Malaysian Banking

By Wong Sulong in Kuala Lumpur

MALAYSIAN BANKING, which recently replaced Bank Bumiputra as Malaysia's largest bank, suffered a 34 per cent decline in net profits to 33.8m ringgit ($13.5m) for the six months to December.

It blames the setback on a slowdown in the Malaysian economy, and an increase in non-performing loans, particularly for its overseas operations. The bank said second-half earnings were not expected to improve.

Malayan banking is also expected to be hit by the collapse of the rescue plan for the International Tin Council debts.

● **Harrisons Malaysian Plantations**, the country's largest plantations group, showed a 36 per cent fall in pre-tax profits for nine months to December to 97.2m ringgit, on a turnover which was 18 per cent lower at 616m. ringgit.

The company, in which Harrisons and Crosfield of the UK has a 30 per cent stake, is cutting its interim to 6 cents from 10 cents.

Esselte boosts earnings

BY OUR FINANCIAL STAFF

ESSELTE, the Swedish office supplies group, boosted 1985 earnings by 16.1 per cent to SKr 741m ($101.6m), on sales 17.3 per cent ahead at SKr 10.22bn.

This slightly exceeds company forecasts made in September, which indicated profit and turnover growth each of about 15 per cent for the year. The projection for the current year is for a slower growth rate, however, with sales expected to increase 10 per cent and earnings to rise correspondingly.

The dividend is being lifted to SKr 13.50 a share from SKr 12, and the company is proposing a four-for-one share split.

● **Nobel Industries**, the Swedish armaments and chemicals group, improved profits to SKr 300m after financial items last year from SKr 167m, helped by the 1984 acquisition of Kemanobel, Kevin Done adds from Stockholm.

Turnover jumped to SKr 10.88 bn from SKr 7.04bn. Kemanobel was consolidated in group figures from September 1984.

The group had extraordinary income in 1985 of SKr 182m. This was balanced by extraordinary charges of SKr 166m

The group plans to raise its dividend to SKr 8 from SKr 7 a share and is to make a two-for-five bonus issue. It forecasts a further recovery in profits in 1985.

Jacobs Suchard lifts dividend

JACOBS SUCHARD, the Swiss coffee and chocolate group, proposes to raise shareholders' dividends by 3.3 per cent after reporting a 25 per cent improvement in consolidated net earnings to SFr 150m ($78m) in 1985, writes **William Dullforce in Geneva.**

The proposed dividends are SFr 155 per bearer share, SFr 31 per registered share and SFr 15.5 per participation certificate. Holders benefited last year from a one-for-three rights issue.

Turnover climbed 5.3 per cent to SFr 5.3bn.

NEW INTERNATIONAL BOND ISSUES

Borrowers	Amount m.	Maturity	Av. life years	Coupon %	Price	Book Runner	Offer yield %
U.S. DOLLARS							
Omron Tateisi Elec. ¶‡	100	1991	5	4	100	Nomura Int.	4.000
Fujita Corp. ¶‡	50	1991	5	4	100	Nomura Int.	4.000
Volvo ‡	100	1988	2½	7⅞	100½	Merrill Lynch	7.615
Unocal (a)†‡	200	1996	10	½	100	UBS (Secs)	–
Gibraltar Savings §‡	100	2006	20	7½	100	Drexel Burnham Lambert	7.641
ICI Finance ‡	100	1996	10	8	100¼	UBS (Secs)	7.963
Fuji Electric ‡	80	1996	10	8⅛	101⅞	Daiwa Europe	8.045
Norsk Hydro ‡	150	1998	10	8	100	Salomon Brothers	8.000
BFCA Finance ‡	150	1998	12	8⅛	100¼	S. G. Warburg	8.341
Sparekassen (a)†‡	40	1991	5	⅛	100	Morgan Stanley	–
SNCF (d)†‡	65	1996	10	⅛	100	Credit Lyonnais	–
CCF (e)‡	100	1994	8	7¾	100⅞	CCF	7.680
Prov. New Brunswick (f)‡	75	1996	10	8	99¾	UBS (Secs)	8.037
Chrysler Fin. Corp. (g)†‡	100	1991	5	¾	100	Merrill Lynch	–
Thermadics Inc. §	25	1996	10	(5¼–5¾)	*	Shearson Lehman Bros.	*
General Electric ‡	200	1993	7	4⅛	82.55	Nikko Secs. (Europe)	7.489
BASF Finance ¶‡	235	2001	15	3	100	Deutsche Bk Cap.Mkts.	3.000
CANADIAN DOLLARS							
Chrysler Cr. Canada ‡	75	1991	5	10	100¼	Orion Royal Bank	9.934
Canadian Farm Cr. Corp. ‡	90	1993	7	9⅛	100¾	Nomura Secs.	9.076
Ford Credit Canada ‡	75	1993	7	10	101¼	UBS (Secs)	9.745
D-MARKS							
Kao Corp. ¶‡	120	1993	7	1⅞	100	WestLB	1.875
Series C Euro-DM Secs. ‡	600	2016	30	0	17.65	Commerzbank	5.952
Series C Euro-DM Secs. ‡	268.23	2006	20	0	27.85	Commerzbank	6.500
Series C Euro-DM Secs. ‡	268.23	1996	10	0	54.75	Commerzbank	6.209
Int. Finance Corp. **‡	100	1996	10	5⅞	99½	Deutsche Bank	5.943
EIB ‡	300	1996	10	5⅝	99¾	Deutsche Bank	5.658
Montedison Fin. (h)†‡	150	1993	7	⅞	100	Deutsche Bank	–
Amro Bank ‡	200	1994	8	5¾	99½	Deutsche Bank	5.830
SWISS FRANCS							
FAI Financial Ser. ‡	200	1998	–	5⅝	100	Soditic	5.625
Fujita Corp. **¶‡	100	1991	–	2⅛	100	Credit Suisse	2.125
NTT ‡	200	1996	–	4⅞	100	SBC	4.875
NTT ‡	100	2006	–	5⅛	100	SBC	5.125
Province of Styria ‡	100	2001	–	5	99⅝	Wirtschafts- und Privatbk	5.036
Mitsubishi Motors **‡	100	1991	–	4⅞	100	SBC	4.875
Itoham Food **¶	80	1991	–	(2¼)	*	SBC	*
Tokyu Real Estate **¶	60	1991	–	(2¼)	100	Credit Suisse	*
Chubyo TV B'casting **‡	10	1991	–	5	100	Handelsbank	5.000
Idemitsu Int. **‡	100	1991	–	4⅞	99¾	UBS	4.933
ECUs							
Banco di Roma ‡	100	1993	7	8¼	100½	CIBC Ltd.	8.153
ECSC ‡	30	1996	8	7⅝	100	Svenska Handelsbanken	7.625
Colgate-Palmolive ‡	75	1991	5	8	101½	Chase Manhattan	7.628
STERLING							
Nationwide ‡	75	1993	7	16⅛	101	CSFB	9.928
Bradford & Bingley (k)†‡	100	1998	12	⅛	100	CSFB	–
Alliance and Leicester ‡	50	1991	5	10	100½	S. G. Warburg	9.869
Commerzbank ‡	50	1993	7	10	101	Samuel Montagu	9.796
Leeds Permanent (b)†‡	200	1996	10	⅛	100	Baring Brothers	–
FRENCH FRANCS							
Swedish Export Credit ‡	600	1996	10	8¾	100	CCF	8.750
LUXEMBOURG FRANCS							
Svenska Finans **‡	300	1991	5	9	100⅜	BIL	8.904
Kone Finance **‡	300	1991	5	9	100	Kredietbank Int.	8.900
EIB **‡	300	1992	6	8⅝	100	BIL	8.625
YEN							
Sumitomo Metals It‡	20bn	1991	5	7	101½	Daiwa Europe	6.638
CFP-Total ‡	10bn	1991	5	8	101½	Sumitomo Fin. Int.	5.647
Swedish Export Credit ‡	10bn	1991	5	8	101½	Sanwa Int.	5.647
Finland ‡	15bn	1991	5	5¾	101⅜	Bank of Tokyo Int.	5.429
IBM ‡	18bn	1991	5	5¾	101½	Salomon Brothers	5.400
American Express ‡	20bn	1991	5	5⅞	101	Nomura Int.	5.640
Atlantic Richfield ‡	18bn	1996	10	6⅛	100⅞	LTCB Int.	6.005

*Not yet priced. ‡ Final terms. ** Private placement. § Convertible. † Floating rate note. ¶ With equity warrants. ℘ With bond warrants. ‖ Currency-linked. (a) ½ over 6m Libor. (b) ⅛ over 3m Libor. (c) ⅛ over 3m Libor, additional $35m tap. (d) ¼ over 6m Libor. (e) 7¾% first 4 yrs. (f) Additional $25m tap. (g) ¾ over 6m Libor, additional $50m tap. (h) ⅛ over 6m Libor. Note: Yields are calculated on AIBD basis.

New Issue

These Bonds having been sold, this announcement appears as a matter of record only.

February, 1986

LTCB

The Long-Term Credit Bank of Japan, Limited

(Kabushiki Kaisha Nippon Choki Shinyo Ginko)
(A Japanese Corporation)

U.S.$100,000,000

9½% Bonds Due 1996

Issue Price 101⅛ per cent.

LTCB International Limited

Credit Suisse First Boston Limited — **Goldman Sachs International Corp.**

Merrill Lynch Capital Markets — **Morgan Guaranty Ltd**

Salomon Brothers International Limited

Bankers Trust International Limited — **Banque Bruxelles Lambert S.A.**

Banque Indosuez — **Banque Paribas Capital Markets Limited**

Baring Brothers & Co., Limited — **Chase Investment Bank**

Citicorp Investment Bank Limited — **Commerzbank Aktiengesellschaft**

County Bank Limited — **Crédit Commercial de France** — **Crédit Lyonnais**

Daiwa Europe Limited — **Deutsche Bank Capital Markets Limited**

Hill Samuel & Co. Limited — **Kredietbank International Group**

Lloyds Merchant Bank Limited — **Manufacturers Hanover Limited**

Samuel Montagu & Co. Limited — **Morgan Stanley International**

Nomura International Limited — **Orion Royal Bank Limited**

Shearson Lehman Brothers International — **Société Générale**

Swiss Bank Corporation International Limited

Union Bank of Switzerland (Securities) Limited — **S. G. Warburg & Co. Ltd.**

Olivetti International S.A., Luxembourg

Issue of Swiss Francs 524,620,000
3½ per cent. Bonds 1986 – 1996 with Warrants
to subscribe for non-convertible savings shares of Ing. C. Olivetti & C., S.p.A.

unconditionally and irrevocably guaranteed by

olivetti

Ing. C. Olivetti & C., S.p.A., Ivrea, Italy

Shareholders of Ing. C. Olivetti & C., S.p.A. ("Olivetti") and holders of Olivetti 13 per cent. 1981 – 1991 convertible bonds and Olivetti warrants 1982 – 1987 are entitled to subscribe at a price of 100 per cent. plus Swiss Federal Tax at 0.315 per cent. for up to SFr. 524,620,000 bonds with warrants to subscribe non-convertible savings shares of Lit. 1000 par value of Olivetti, during the subscription period from 17th March, 1986 to 11:00 am on 4th April, 1986 inclusive. The bonds will be issued by Olivetti International S.A., Luxembourg, a wholly owned subsidiary of Olivetti, which will also guarantee the bonds. The warrants will be issued by Olivetti and assigned to Olivetti International S.A. in order to be attached to the bonds.

The bonds and relevant warrants will be issued pursuant to a pre-emptive right as follows:

One bond of SFr. 1,000 par value with 1 warrant attached for every 1,000 of any class of Olivetti shares of Lit. 1,000 par value i.e. common, preferred, savings and non-convertible savings (using coupon no. 13)

One bond of SFr. 1,000 par value with 1 warrant attached for every 4,500 Olivetti 13 per cent. convertible bonds 1981 – 1991 of Lit. 1,000 par value (using receipt B)

Four bonds of SFr. 1,000 par value with warrants attached plus 450 subscription rights for every 1 Olivetti warrant 1982 – 1987 (using receipt A)

The coupons and receipts may be aggregated. The subscription rights will be traded on the Stock Exchanges of Milan, Turin, Genoa and Rome during the subscription period.

Principal Terms of the Bonds with Warrants

Issuer of the Bonds: Olivetti International S.A., Luxembourg
Amount: Swiss Francs 524,620,000
Guarantee: Unconditionally and irrevocably guaranteed by Ing. C. Olivetti & C., S.p.A., Ivrea, Italy
Issue Price: 100 per cent. + 0.315 per cent. tax
Coupon: 3½ per cent. per annum, payable annually
Maturity: 10 years
Tax Call: At 102 per cent. on or before 23rd April, 1987, declining at ½ per cent. per annum to par in 1991 and thereafter
Redemption: Final redemption on 23rd April, 1996. The Company has the right to redeem the bonds at declining premia from 101½ per cent. in 1991 at ½ per cent. per annum to par in 1994 and thereafter.
Denominations: SFr. 1,000; SFr. 5,000; SFr. 100,000
Warrants: The warrants will be issued by Ing. C. Olivetti & C., S.p.A. and assigned to Olivetti International S.A. for attachment as follows:
To each bond of SFr. 1,000 par value: 1 warrant
To each bond of SFr. 5,000 par value: 5 warrants
To each bond of SFr. 100,000 par value: 100 warrants
Each warrant entitles the holder thereof to subscribe to 40 non-convertible savings shares of Ing. C. Olivetti & C., S.p.A. of Lit. 1,000 par value each at the exercise price of Lit. 8,375 for each non-convertible savings share representing a 5 per cent. premium over the average market price during the period from 10th – 14th March, 1986. The warrants will be exercisable during the periods 1st May – 30th June, 1987; 1st May – 30th June, 1988; 1st January – 30th April, 1989 (against payment upon exercise).
Payment Date: 23rd April, 1986

Holders wishing to receive further particulars should contact their custodian bank in Italy.
This notice is issued by S. G. Warburg & Co. Ltd. on behalf of Ing. C. Olivetti & C., S.p.A. and Olivetti International S.A., Luxembourg.

S. G. Warburg & Co. Ltd.

Bank of Montreal — **CBI International Ltd.**
Hill Samuel & Co. Limited — **Kleinwort, Benson Limited**
Samuel Montagu & Co. Limited — **J. Henry Schroder Wagg & Co. Limited**
Soditic (Jersey) Limited

INTERNATIONAL CAPITAL MARKETS

US MONEY AND CREDIT

Oil prices dominate market sentiment

THE US credit markets ended last Friday gasping for breath after a runaway surge in demand earlier in the week. On Monday, long-term yields marked up yet another milestone when they dropped briefly through the 8 per cent mark for the first time in nine years, and the following day they tested the 7.90 per cent barrier as well. Although yields edged up again at the end of the week to 7.95 per cent, they were still down by a full percentage point from the same period of last month.

Behind the performance of the market — and the jitters that overtook it later in the week — lies the now-familiar story of oil prices. Indeed, the sensitivity of interest rates to whatever is happening in the oil business was amply demonstrated on Friday, when the market failed to take the cue from weaker economic data and bring down yields yet further.

The reason for this uncharacteristic reticence can be traced to Opec and suggestions that sufficient discipline may be re-injected into production rates among the members of the oil consortium to bring down inventories and push prices up again. Virtually any suggestion that oil prices can go north as well as south is enough these days to stop the credit markets dead in their tracks.

There was also some speculation early in the week that the Federal Reserve Board might be tempted to cut the discount rate yet again within a very short period of time. These suggestions, which undoubtedly added to the 3½-point rise in long bond prices on Monday and Tuesday, were mainly attributable to euphoria over the previous Friday's discount rate cut from 7.5 per cent to 7 per cent. Later in the week this buoyant mood gave way to a more cautious view that the Fed would now want to wait and measure its options.

Nevertheless, there remains strong support among analysts and economists for the belief that rates will continue downwards for the medium term, at least. The main thrust of this argument is that the economy remains sluggish and in need of stimulation, while inflation is so clearly under control that further interest rate declines are unlikely to reignite a new round of price increases.

Evidence that the economy is showing little sign of renewed vigour came flooding out of Washington last week. The figures showed that industrial production last month went into a nosedive, registering a 0.6 per cent drop, which was the sharpest fall since the end of the last recession. At the same time, business inventories climbed by 0.7 per cent in January, the biggest increase in months, suggesting that there will have to be some clear-out of stocks before growth can accelerate again.

On inflation, there was even more dramatic news — a 1.6 per cent decline in the producer price index for January, the biggest one-month drop since compilation started in 1947. The fall mainly reflected a slump in oil and gas prices, but was nevertheless larger than expected and will give added support to the feeling that any resurgence in inflation due to monetary stimulus and the decline in the dollar is some way away.

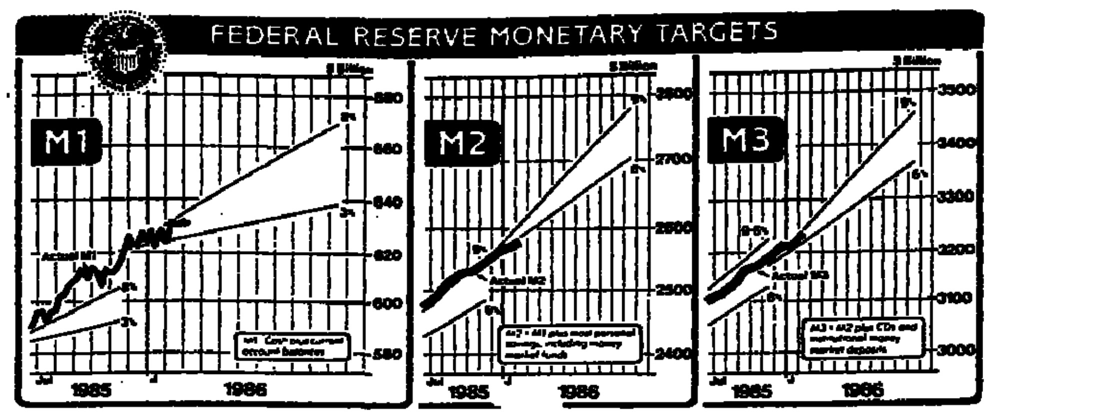
On the retail sales front, the figures also failed to show any sign of zip in the economy. The decline of 0.2 per cent in January was followed by a 0.1 per cent fall last month, with auto sales down a sharp 1.4 per cent because of lower incentives. Although special factors may have had some impact on these figures, they demonstrated that the consumer demand may not be as healthy this year as many Wall Street forecasts have assumed.

Following these statistics, some analysts spent Friday trimming their gross national product forecasts for the current 12 months, and even those who are sticking with their predictions clearly believe that the chances of undershooting are higher than those of overshooting.

"While we continue to look for 3 per cent to 4 per cent real GNP growth on average through the four quarters of 1986, it is possible that over the near term growth expectations can be disappointed and the argument for additional stimulus could gain more currency," said Mr Frank Mastrapasqua of Smith Barney.

Corporate treasurers, for their part, continued to take the view that current yields are too good a chance to miss in restructuring balance sheets by refinancing short-term borrowings with long-term debt. About $3.6bn of longer-term paper was issued last week, bringing the total so far this year to $37.3bn, an increase of more than 180 per cent over the same period last year.

Terry Dodsworth



US MONEY MARKET RATES (%)

	Last Friday	1 week ago	4 wks ago	—12-month— High	Low
Fed Funds (weekly average)	7.54	7.69	7.88	9.91	7.10
Three-month Treasury bills	6.53	6.51	7.01	8.72	6.56
Six-month Treasury bills	6.56	6.61	7.09	9.20	6.54
Three-month prime CDs	7.16	7.35	7.70	9.40	7.20
30-day Commercial Paper	7.20	7.25	7.65	8.95	6.95
90-day Commercial Paper	7.10	7.13	7.60	9.20	7.00

US BOND PRICES AND YIELDS (%)

	Last Friday	Change on week	Yield	1 week ago	4 wks ago
Seven-year Treasury	105⅛	+ ⅞	7.63	7.79	8.52
20-year Treasury	112⅛	+ 2⅛	8.13	8.34	9.10
30-year Treasury	114⅛	+ 2⅛	7.96	8.15	8.94
New 10-year "A" Financial	N/A	+ ⅛	8.60	8.65	9.38
New "AA" Long utility	N/A	+ 2½	9.00	9.25	10.00
New "AA" Long industrial	N/A	+ 1⅛	8.88	9.00	10.00

Money Supply: In the week ended March 3 M1 fell by $2.2bnto $631.8bn.

Source: Salomon Bros (estimates).

UK GILTS

A confident signal from the Bank

IT IS less than three weeks since long gilt yields pushed down through the 10 per cent barrier, yet last week saw a tentative stab through 9½ per cent. The UK gilts market has been helped along by its big brother in New York, but this week, with the entrails of the Opec meeting and tomorrow's Budget to pore over, London may have to stand on its own feet.

The prospects appeared good enough to the Bank of England, for it emerged on Friday afternoon with a new issue of stock yielding 9.496 per cent. The £1bn tranche of Conversion 9 per cent 2000 A will be dealt in from this morning. The stock is once again partly paid, with the bulk of the money due in the next fiscal year.

National Savings sales figures get worse and worse — a net contribution to funding of only £45.8m in February — but immediate funding is clearly not a priority for the Government. It has already lined up £2.65bn of gilt calls stretching into June, in addition to the £1.2bn British Telecom call on April 9.

It should have been a week of celebration for the City's economists, who were at last on target with their forecasts for the money supply. Nobody noticed their success, however, for most sections of the market were concentrating on the prospect of a cut in base lending rates, and the remainder were already focusing on the Budget.

Will they pay more attention if, as now appears likely, the Chancellor announces the reinstatement of sterling M3 as a monetary target? Mr Stephen Lewis, of stockbroker Phillips & Drew, argues that £M3 would be less credible now than it was before its suspension.

In Whitehall, the problems of targeting £M3 are recognised, especially as the present policy of exactly funding the public sector borrowing requirement removes the most basic tool for controlling the monetary aggregate. For anything more than broad, long-term direction the Government would have to rely solely on interest rates, and so much of M3 is made up of interest-bearing deposits that these can be a very perverse control mechanism.

There is also the problem of what range to target. The 3 per cent to 7 per cent range suggested a year ago in the Medium Term Financial Strategy for 1986-87 is not even half the current rate of growth. Stating a higher range would be quite reasonable, since it can be argued that declining velocity means that faster £M3 growth is still consistent with the same inflation goals. But it would take some of the magic gleam off the MTFS, with its neat, downward sloping lines.

At all events, the Chancellor is expected to provide an indication of his assumptions on velocity to back up any monetary targets. The velocity argument cuts both ways, however, for the same charts that show £M3 velocity falling will also show M0 velocity rising.

Mr Roger Bootle, chief economist at Lloyds Merchant Bank, remains unimpressed. "I don't think sterling M3 would be at all credible in the City," he said.

"It would help if the target range were set around the current rate of 13 to 15 per cent, but quite what that would convey on inflation, I do not know. Would anyone expect the Chancellor to take interest rate action to curb £M3 if it went ouside that range?"

Last week also saw the London International Financial Futures Exchange introduce a new option contract on its long gilt futures. The first futures option, on Chicago's Treasury bond futures, now trade more than 70m $100,000 contracts a year, and some brokers expect Liffe's new offering to be greeted with enthusiasm. Unlike a conventional cash option, a futures option keeps the element of gearing on exercise, and a trader can hold either long or short positions with equal ease.

The Stock Exchange responded to Thursday's Liffe launch with a systems failure on Friday that shut down the traded options market. It had better look to its laurels.

George Graham

FT/AIBD INTERNATIONAL BOND SERVICE

US DOLLAR STRAIGHTS	Issued	Price	Chg. on week	Yield
AHFC O/S Fin 11⅛ 94	100	105⅛	−1	10.72
AIDC 11 89	75	107⅜	+0½	8.01
Alcan Australia 8½ 89	25	97⅛	+0⅛	9.36
Amer Savings 12 89	125	105½	+0⅛	9.82
Amer Savings 12¼ 89	100	106⅛	+0⅛	9.78
Asian Dev Bk 11⅛ 93	100	114½	+0⅛	9.09
Australia 11⅛ 90	100	112⅛	+0⅞	7.97
Australia 11⅛ 95	300	117⅛	+1	8.70
Australia 11⅜ 98	100	123⅞	+1⅛	8.46
Austria 15½ 88	75	113½	+0⅞	7.95
Avon Fin 10⅛ 92	100	101⅞	+0⅛	9.82
Bk Nova Scotia 13⅛ 87	100	106⅛	+0⅛	8.19
Bank of Tokyo 12⅛ 92	100	113⅞	+0⅛	9.20
Bank of Tokyo 13⅛ 91	100	121⅛	+1⅛	8.37
Bank of Tokyo 13⅞ 89	100	116⅛	+0⅞	8.32
BMW O/S Ents 10⅛ 91	50	107	+0½	8.86
BP Capital 11⅛ 92	150	109⅞	+0⅞	9.02
Br Col Hydro 11⅛ 93	200	117⅞	+1⅛	8.48
Br Col Hydro 12½ 14	200	127⅞	+3⅛	9.90
Br Col Hydro 12⅞ 13	250	129½	+2⅛	9.69
Britoil Fin 11⅞ 90	125	109⅛	+0⅛	9.93
Caisse Nat En 11⅛ 95	125	116⅞	+1	8.73
Canada 10⅞ 88	500	107	+0⅛	7.78
CBS Inc 11⅛ 92	100	106⅞	+0⅛	10.11
Centrust S & L 0 10	1.2bn	10⅛	+0⅛	9.77
Chesebrough 12 93	100	108	+0⅛	10.30
Chubu Elec Pwr 13⅛ 91	50	108	−10	11.17
Citicorp O/S 10⅛ 90	100	102⅛	+0⅛	9.71
Citicorp O/S 11⅛ 90	100	104⅛	+0½	10.38
Citicorp 11⅛ 92	100	107⅛	+1⅛	9.93
Citicorp 11⅛ 97	200	107	0	10.63
Citicorp O/S 14 94	100	101⅛	0	13.59
CNCA 11½ 92	125	113⅞	+1⅞	8.55
CNCA 13⅛ 91	100	119⅛	+1	8.53
Coastfed Int 12⅛ 88	125	106	+0⅞	9.04
Coca-Cola 11⅛ 88	100	108	+0⅛	7.94
Cp Fn de Paris 13⅞ 89	100	108⅞	+0⅛	10.65
Continental Grp 11½ 93	75	102⅛	+0½	10.98
Creditanstalt 13⅛ 91	100	117⅞	+1⅛	8.67
Daiichi Kangyo 12⅛ 90	100	114	+0⅞	8.41
Denmark 10⅞ 90	100	103⅛	+0⅛	9.74
Denmark 11½ 92	100	112⅛	+1⅛	8.72
Denmark 12⅛ 92	250	102	−0⅛	12.25
Denmark 13 91	100	118	+1⅛	8.54
Denmark 13 92	100	101⅞	−0⅛	12.53
Denmark 13⅛ 91	100	119⅛	+0⅞	8.74
Denmark 13⅞ 88	100	111⅞	+0⅛	8.36
Denmark 14 91	100	112⅞	+1½	10.67
Digital Equip 11⅛ 89	150	106⅞	+0⅛	8.29
Dutch St Mines 11⅛ 91	150	105⅛	+0⅛	9.80
Eksportfinans 11⅛ 92	100	112⅛	+1⅞	8.49
Eksportfinans 11½ 90	100	108⅛	+1⅞	9.18
Elec de France 11⅛ 93	100	114	+1	8.42
Elec de France 12⅛ 87	150	106½	0	8.22
EEC 11 87	350	103⅞	+0½	7.76
EEC 11½ 90	100	109½	+1	8.16
EEC 12 93	100	118⅞	+1⅞	8.57
Elf-Aquitaine 10⅛ 89	100	106	+0⅛	8.41
Ericsson L M 10⅛ 89	100	103⅛	+0⅛	8.82
Euro Inv Bk 11½ 90	200	111⅞	+0⅞	8.35
Euro Inv Bk 11⅛ 91	75	107⅛	−1½	9.55
Euro Inv Bk 12⅛ 90	100	114⅛	+1⅞	8.16
EDC 9⅞ 88	200	103½	+0⅛	8.24
EDC 10 88	125	104	+0⅛	7.77
EDC 10⅛ 88	100	104⅞	+0⅛	7.77
EDC 11⅛ 89	150	108	+0⅛	7.94
EDC 12 89	100	111⅛	+0⅛	8.10
EDC 13⅛ 87	100	107⅛	+0⅛	7.91
Fed Dept Store 11 90	100	108⅛	+1⅛	8.30
Finland 11⅛ 88	100	106	+0⅛	7.86
Finland 12⅛ 94	75	121⅞	+1⅛	8.56
Finnish Export 12⅞ 87	75	106⅞	+0⅛	8.01
Firstfed Mich 13⅛ 89	125	109⅛	+0⅛	9.67
Florida Fed 12⅛ 89	100	106⅛	+0⅛	9.99
FNMA 11½ 91	300	110⅞	−0⅛	8.97
Gen Elec Cred 0 96	600	43⅞	+0⅞	8.31
Gen Elec Cred 9⅛ 91	100	103⅞	+0⅞	8.79
Gen Elec Cred 10⅛ 90	200	105⅛	+0⅛	9.67
Gen Elec Cred 11 91	200	106⅞	+0⅞	9.32
Gen Elec Cred 11⅛ 87	200	106⅛	+0½	10.75
Gen Elec Cred 12 94	200	110⅞	+0½	10.04
Gen Foods Cap 11½ 90	75	107⅛	+0⅛	9.32
General Mills 12 91	100	113⅛	+6	8.83
GMAC 10 88	200	103⅛	+0⅛	8.07
Gen Motors Acc 10⅞ 90	200	104⅛	+0⅛	9.14
Gen Motors Acc 11⅛ 90	100	106⅛	+0⅛	9.45
GMAC O/S Fin 15⅛ 97	100	101½	+0⅞	11.44
GTE Finance 12 96	75	102⅛	−0⅛	11.58
Gulf Oil 10⅛ 94	100	100⅛	+0⅛	10.10
GZB 14 91	100	119⅛	+1⅛	9.10
Holl Air Fin 12⅛ 91	100	106	−0½	10.66
Household Fin 11⅞ 92	100	108⅛	+0⅛	9.66
IBM 9⅞ 88	200	103⅛	+0⅛	9.20
IBM (WTC) 10⅛ 89	300	105½	+1	9.63
IBM Credit 11 89	100	105⅞	+0⅛	9.27
IC Industries 8⅜ 87	35	99½	+0⅛	9.13
IC Industries 12 90	75	107	+0⅛	9.84
Inco 9 92	100	96⅛	−0⅛	9.69
Ind Bk Japan 10⅛ 92	100	107⅛	+1	9.08
Ind Bk Japan 10⅞ 95	100	107	+0⅛	9.65
Ind Bk Japan 11½ 89	125	110⅛	+0⅛	7.55
Ind Bk Japan 11⅞ 91	100	112½	+0⅛	8.94
Int-Amer Dev 12⅛ 91	150	117⅞	+1⅞	8.60
Int-Amer Dev 11⅛ 94	200	116⅛	+2⅞	9.12
Int Paper 12 91	75	106⅛	+0⅛	10.37
Int Stand Elec 0 97	112	33⅛	+0⅛	10.49
Int Stand Elec 12 98	75	106⅞	+0⅞	10.84
ITT 11⅛ 89	125	105⅛	+0⅛	9.36
ITT Credit Corp 10½ 90	75	105	0	9.01
Japan Airlines 12½ 94	70	115⅛	+1⅞	9.70
Japan Dev Bk 10⅛ 92	50	0		
Kellogg Co 10⅞ 90	100	106½	+1½	8.79
Kellogg Co 11⅛ 92	100	109½	+1⅞	9.07
Kimberley-Clark 12 94	100	118½	+2⅛	8.85
Kyowa Fin HK 12⅞ 90	100	114½	+0⅛	8.67
Long Term Cred 10⅛ 90	100	108⅛	+1½	8.29
Long Term Cred 11 90	100	108⅞	+1⅛	8.30
Long Term Cred 11⅞ 89	100	110⅛	+1½	8.00
Long Term Cred 12 93	100	118½	+1½	8.60
Macy R H 11⅛ 91	100	103⅛	+0½	10.69
Macy R H 11⅛ 95	100	103⅞	+0⅛	11.03
Manitoba 14⅛ 91	150	125⅛	+1⅛	8.64
Marubeni 11⅛ 91	100	103	−5⅛	10.63
McDonalds Fin 11⅛ 94	75	108½	+0⅛	9.99
Merrill Lynch 12⅛ 89	100	106⅛	+0⅛	10.33
Michelin 10 94	125	100⅛	+0½	9.93
Mitsubishi Cp 10½ 92	100	104⅞	−0⅛	9.39
Mitsubishi Cp 10⅛ 95	200	107	+0⅛	9.42
Mitsubishi Cp 12½ 91	100	117⅛	+1⅛	8.24
Mitsubishi Est 11⅛ 88	50	106⅛	+0⅛	8.28
Mitsui Eng 7⅛ 88	50	119	+6⅛	−0.01
Mitsui Fin Asia 12⅛ 92	100	113⅛	+0⅛	9.02
Mitsui Tst Fin 12 91	100	114⅛	+1⅛	8.24
Mobil Corp 10⅛ 90	200	104⅛	+0⅛	8.94
Montreal City 12½ 91	70	111⅛	+0½	9.48
Mgn Guaranty 12⅛ 89	150	110⅛	+1	8.31
Morgan J P 11½ 92	100	108⅛	+1	9.39
Mount Isa Fin 13⅛ 87	100	106⅛	0	8.41
Ned Gasunie 11⅛ 90	75	110⅞	+1⅞	8.35
Ned Gasunie 11⅛ 91	75	108⅛	+1⅛	9.12
N Eng Lf Mtg 11⅛ 95	149	112⅞	+1⅛	9.53
Newfoundland 13 91	75	112⅛	+0⅛	9.79
Nippon Crd Bk 13⅞ 89	100	115	+0⅛	8.46
Nippon Tel Tel 11⅛ 90	100	113⅛	+1⅛	7.21
Nippon Tel Tel 12⅛ 91	100	118⅞	+1⅛	8.35
Nissho-Iwai 6½ 89	70	151	+4½	0.00
Nomura 6⅛ 88	100	243	+5	0.00
Nova Scotia 11⅛ 91	100	107⅛	+0⅛	9.80
Nova Scotia 11⅛ 98	100	111⅛	+0⅛	10.02
Oester Post 12⅛ 89	75	110	+0⅛	8.43
Ohbayashi-Gumi 7⅛ 89	50	213	+31	0.00
Ontario Hydro 11⅛ 94	200	118⅛	+1⅛	8.35
Ontario Hydro 11⅛ 90	200	113	+1⅛	8.18
Ontario 12½ 94	250	121⅛	+2⅛	8.90
Pacific Gas & El 12 00	75	111⅛	+0½	10.42
Penney J C 11½ 90	100	105½	+0⅛	10.27
Penney J C 12⅛ 91	100	112⅛	+0⅞	9.78
Philips Petrol 14 89	200	102⅛	+0⅛	12.88
Rostipankki 11⅛ 90	75	108	+1⅛	8.67
Post-Och Kred 13½ 87	50	106½	+0⅛	8.20
Privatbanken 12½ 95	100	118⅛	+0⅛	9.30
Prudential Ins 12⅛ 87	150	106⅛	+0⅛	8.05
Pru Rlty Secs 0 99	365	33⅛	+1½	8.40
Pru Rlty Secs 11⅛ 92	385	109	+0⅛	9.76
Pru Rlty Secs 12⅛ 95	545	114⅛	+1⅛	9.58
Quebec Prov 12⅛ 94	150	115⅛	+1⅞	9.43
Queensland Gvt 11⅛ 89	100	109⅛	+1⅛	8.35
RBC 11⅛ 90	100	109⅛	+1⅛	8.64
Rural Bk Aust 12 91	50	108	+0½	9.86
Sanwa Bank 11⅞ 92	150	113⅛	+1⅛	8.83
Saskatchewan 10⅛ 92	100	111⅛	+1⅛	8.31
Saskatchewan 10⅛ 90	125	108	+0½	8.32
Saskatchewan 11⅞ 89	100	111⅛	+0⅞	8.13
Saskatchewan 15 92	150	130⅛	+2⅛	8.61
Saskatchewan 16 89	125	120⅛	+0⅛	8.09
Scot Intl Fin 14⅛ 96	50	118	+1	11.19
Sears O/S Fin 0 98	500	34	+0⅞	9.15
Sears Roebuck 10½ 91	150	106	+1⅛	9.02
Sears Roebuck 11⅛ 91	150	112⅛	+1⅛	8.45
Sec Pacific 12 92	100	115	+2⅛	8.57
Shearson/Amex 12⅛ 94	100	111⅛	+1½	10.04
Shell (Canada) 14⅛ 92	125	114⅛	0	11.04
Signal Comps 11⅛ 92	125	109⅛	+1⅛	9.52
Standard Oil 10½ 89	150	103½	+0⅛	9.06
Statoil 12 88	100	107⅛	+0⅛	7.88
Sumitomo Corp 10⅛ 92	100	0		
Sumitomo Fin 11⅛ 92	150	114⅛	+2⅞	8.54
Sumitomo Fin 12½ 91	150	117⅛	+2	8.46
Sumitomo Trust 12½ 92	100	116⅛	+3	8.75
Sweden 11½ 89	200	110½	+1	8.15
Sweden 12⅛ 88	200	111⅛	+0⅛	8.13
Swedish Export 10⅛ 88	100	105	+0⅛	9.82
Swedish Export 11½ 89	100	108½	+1	8.06
Swedish Export 12⅛ 89	100	110⅛	+0⅛	9.18
Taiyo Kobe 11⅞ 90	100	111⅛	+0⅛	8.55
Taiyo Kobe 12 90	100	112⅞	+1½	8.57
Tenneco Corp 11½ 89	150	106½	+1½	8.78
Texaco Capital 10½ 90	200	94⅛	−0⅛	12.03
Texaco Capital 10½ 93	200	97½	−3½	10.97
Texaco Capital 13½ 89	200	104⅛	−0⅛	11.79
Texas Instru 11⅞ 91	150	106⅛	+1½	10.09
Tokai Asia 12⅛ 91	100	112⅞	+0⅛	8.87
Tokyo Elec Pr 13⅛ 89	100	0		
Tokyo Metrop 12⅞ 94	50	114	−2⅛	10.27
Toray Inds 11⅛ 92	50	103½	−2⅛	10.29
Toronto-Dom 12⅞ 89	50	109⅛	+0¼	9.02
UBS 12⅛ 91	100	108	−0¼	10.17
Utd Tech 11⅛ 92	150	111⅞	+0⅛	8.67
Veba 8 93	70	215½	−10½	0.00
West LB 11⅞ 90	100	111⅛	+1⅛	8.82
Westpac 12⅝ 92	100	117	+1½	8.78
Weyerhaeuser 11½ 90	60	104⅞	+0½	10.11
World Bk 11 92	300	112⅛	+1⅛	8.20
World Bk 11⅛ 90	200	111⅛	+1⅛	8.16
World Bk 11⅛ 89	200	109⅛	+1⅛	7.71
World Bk 12 93	200	118½	+1⅛	8.53
World Bk 12¼ 94	150	121⅛	+1⅛	8.63
World Bk 12⅞ 94	200	124¼	+1⅛	8.69
Yasuda Trust 12⅛ 89	100	111½	+0⅛	7.99
FLOATING RATE NOTES	**Issued**	**Price**	**Chg. on week**	**C.cpn**
African Dev Bk ⅛ 96	100	100⅛	+0½	8 3/16
Arab Bank Corp ⅛ 96	100	99¼	+0⅛	8 11/16
Banca Lavoro ⅛ 91	100	100	+0⅛	8 7/16
Banco di Roma 3/16 89	150	100⅛	+0⅛	8 3/16
Banco di Roma 3/16 92 CU	75	99⅞	0	10 5/16
Bankers Tr NY ⅛ 94	200	100⅞	0	8⅛
Bank of Greece ⅛ 94	150			8 7/16
Bk Montreal ⅛ 94 £	100	100⅛	0	11⅛
Bqe Nat Paris ⅛ 88	400	101	0	8⅛
Bqe Nat Paris ⅛ 95	400	101⅛	+0⅛	8¼
Bqe Nat Paris ⅛ 96	250	100⅛	+0⅛	8⅛
Barclays O/S ⅛†	600	100¼	0	8⅛
BBL ⅛ 95	100	100⅛	0	8 3/16
BBL ⅛ 99	100	100⅛	+0⅛	8 7/16
BCI ⅛ 96	300	100⅛	0	8 7/16
BFCE ⅛ 97	400	99⅞	+0⅛	8 5/16
BFCE ⅛ 99	600	100⅛	0	7⅝
Belgium 1/16 04	400	100	0	8⅛
CCCE ⅛ 05	200	100⅛	0	8⅛
CEPME ⅛ 96 £	100	100¼	+0¼	11 7/16
Ch Manhatten ⅛ 09	400	100	0	8
Chemical NY 1/16 99	300	99⅞	0	8 3/16
Citicorp O/S ¼ 91 £	100	99½	−0⅛	12 11/16
Citicorp O/S ⅛ 96	250	98⅞	−0¼	7⅞
Citicorp Psn Psn ⅛ 97	250	100	+0⅛	8 3/16
Commerzbank ⅛ 89	150	100⅛	0	8⅛
Creditanstalt 1/16 96	150	100⅛	+0⅛	8
Credit Foncier ⅛ 00 £	100	100¼	0	13 3/16
Credit Lyonnais ⅛ 96	300	100⅛	+0⅛	8¼
Credit Lyonnais ⅛ 99	250	100⅛	0	8 5/16
Cred Lyonnais 1/16 00	300	100¼	+0⅛	8 3/16
Credit National ⅛ 95 £	100	99⅞	−0¼	11⅞
Dai-Ichi Kangyo ⅛ 96	150	100⅛	0	8¼
Den Danske Bank 1/16 89	30	100	0	8¼
Denmark 1/16 90	500	100¼	+0⅛	8 9/16
Denmark 1/16 95	250	108¼	+4⅛	10
Eldorado Nuke 89	100	100⅛	+0⅛	8
Elec de France ⅛ 99	400	101	0	8 3/16
ENEL ⅛ 93 £	100	100⅛	+0⅛	12 9/16
Exterior Int ¼ 96	125	100⅛	+0¼	8 5/16
Ferro del Stat ⅛ 88	100	100⅛	−0⅛	8⅛
Ferro del Stat 97	420	99¼	0	8 3/16
Fiat Fin Corp 8⅛ 91	100	100	0	8⅛
First Chicago ¼ 94	100	99¼	+0⅞	8 3/16
First Chicago 1/16 97	200	98½	0	8 3/16
Ford Motor Cr ⅛ 91	200	99⅞	−0⅛	8 3/16
GW O/S Fin ⅛ 94	100	99⅛	+0¼	8⅛
Grindlays ⅛ 94	100	100⅛	0	8¼
Interfirst Tex ⅛ 89	100	95	−0½	8 5/16
Ireland ¼ 88	50	100	0	8½
Ireland ⅛ 93 £	60	100⅛	0	13 3/16
Ireland 1/16 94	300	100⅛	0	8 1/16
Ireland ⅛ 98 £	100	100¼	+0⅛	12⅛
Ireland ⅛ 97	300	100⅛	0	8⅛
Ireland 1/16 99	300	100⅛	0	8 15/16
Italy ⅛ 94	1bn	100	0	8 5/16
Italy ⅛ 99	500			8⅛
Kleinwort Benson ⅛ 96	100	100⅛	+0⅛	8½
Korea Dev Bk ⅛ 00	100			8½
Lincoln S & L ⅛ 99	100	99⅝	+0⅛	8 5/16
Malaysia ¼ 93	500	100	0	8¼
Malaysia ⅛ 94	600	98⅞	−0⅛	8⅛
Man Hanover ⅛ 94 £	75	98⅛	0	12 11/16
Marine Midland ⅛ 94	125	100	0	8 5/16
Marine Midland ¼ 96	125	99⅞	+0⅛	8 1/16
Marine Midland 1/16 09	150	99⅞	−0⅛	8 3/16
Mellon Bank ⅛ 96	250	100	0	8⅛
Midland Intl ⅛ 99	200	100⅛	0	7 13/16
Mitsui Fin ⅛ 96	100	100¼	+0⅛	7 15/16
Morgan Grenfell ⅛ 94	50	99¼	−0⅛	8 5/16
Mtg Intermed ⅛ 10 £	50	100	0	12
Nat Bank Canada ⅛ 91	50	100⅛	0	8 7/16
NatWest 1/16 05	400	100⅛	0	8 7/16
NatWest Fin ⅛	300	100⅛	0	8 5/16
Neste Oy ⅛ 94	100	100¼	+0⅛	8 3/16
New Zealand ⅛ 87	360			8½
NZ Steel Corp ⅛ 92	225	100⅛	0	8 3/16
Offshore Min ¼ 91	150	100⅛	0	8¼
Oster Ln Bank ⅛ 99	100	100	0	8 7/16
Portugal ¼ 92	100	100	0	8⅛
Queensland Coal ¼ 96	365	100⅛	0	8 5/16
Renfe ⅛ 91	100	100⅛	+0½	8 1/16
Sanwa Intl Fin ⅛ 92	150	100⅛	+0⅛	8 1/16
SEAT ¼ 93	100	100⅛	+0⅝	8¼
Security Pac 1/16 97	250	99⅛	0	8 1/16
Shawmut Corp ⅛ 97	50	99⅛	0	8½
SNCF ¼ 93 £	75	101	+0¼	13⅛
Soc Generale 1/16 97	400	100⅛	0	5¼
Soc Generale ⅛ 94	250	100⅛	0	8 11/16
Spain ⅛ 89	500	100⅛	0	8 5/16
Spain ⅛ 97	250	100¼	0	8 1/16
Standard Chart ⅛ 94	200	100⅛	+0⅛	8¼
Sumitomo Trust ⅛ 94	100	100¼	+0⅛	8 7/16
Swedbank ⅛ 97	75			8½
Sweden ⅛ 99	500	99⅞	0	8 1/16
Sweden 90	700	99⅞	+0⅛	7⅞
Swedish Ex Cred ⅛ 92	125	108½	+5⅛	10
Thailand ¼ 05	80			8 7/16
Tokai Asia ⅛ 89	150	100⅛	0	8 5/16
Toyo Trust Asia ⅛ 99	100	100⅛	0	8 3/16
TVO Power ⅛ 04	100	98½	0	7 13/16
Union Bank-Norw ⅛ 98	50	99	+0¼	8 7/16
United Kingdom 92	2.5bn	100	0	7 15/16
Wells Fargo 1/16 94	150	99	−0⅛	7 13/16
Wells Fargo MM 1/16 98	50	99¼	+0⅛	8 1/16
Yorkshire Int ⅛ 94 £	75	100	0	12 7/16
CONVERTIBLE BONDS	**Issued**	**Price**	**Chg. on week**	**Prem.**
Ajinomoto 3 99	120	180⅛	+12⅛	0.80
Best Denki 5⅞ 97	15	232⅛	+1⅛	0.03
Canon 7 97	50	231⅛	−0½	−1.15
Daiwa Secs 5½ 98	60	302⅛	+7⅛	−2.46
Dev Bank Sing 5½ 96	70	74	+1	50.93
Elders 11⅛ 94	160	115½	+0⅛	3.80
Elektrowatt 5 98	51	138⅛	−0⅛	−5.81
Fujitsu 3 99	180	107⅛	−0¼	4.25
Intec Inc 3 99	50	144⅛	+12	4.89
Kyowa Hakko 6¼ 97	40	311⅛	+96⅞	9.64
LASMO 9⅛ 99	44	85	−0½	77.16
Moet-Hennessy 7 89	50	160¼	−5⅛	−89.42
Murata Mfg 3½ 00	100	142⅛	+3⅞	22.42
Nippon Oil 3¼ 99	50	120⅞	+10⅛	0.89
Ono Pharm 3¼ 98	60	150½	−5⅛	−0.28
Soc Gen Surv 4½ 94	50	168	+1⅛	0.40
Sumitomo Corp 2⅞ 99	70	182⅛	+7⅛	−2.23
Texaco Capital 11⅞ 94	1bn	100⅛	+1⅛	71.89
Texaco Capital 11⅛ 94	500	98⅛	+1½	68.67
Taumura Jnindo 5¼ 96	30	149⅛	−0½	−3.68
Yamaichi Sec 3¼ 95	20	211⅛	+17	1.30
YEN STRAIGHTS	**Issued**	**Price**	**Chg. on week**	**Yield**
Asian Dev Bk 7⅛ 94	15	108⅛	+⅞	6.05
Avon Products 6⅛ 91	26	98½	+0¼	7.07
Denmark 6⅛ 92	20	103¼	+0⅛	6.06
Dow Chemical 7 94	50	102⅛	+0⅛	6.65
EDF 6⅞ 96	20	106⅛	+0⅛	5.96
Eurofima 7⅛ 94	10	106¼	+0⅛	6.36
Eurofima 6⅛ 92	10	103⅛	0	5.96
FNMA 6⅞ 92	50	103⅞	+0⅛	6.07
GMAC 6½ 90	25	102⅛	+0⅛	5.87
Intel 6⅛ 92	12.5	97⅛	+0½	7.13
Int-Amer Dev 7⅞ 93	15	103⅞	+0⅛	7.19
ITT 6⅛ 92	20	101⅛	+0⅛	6.38
McDonald Corp 6½ 92	25	102⅛	+0⅛	6.05
New Zealand 7⅛ 90	15	105⅛	+0⅞	5.83
New Zealand 7⅛ 89	15	105⅛	+0⅛	5.75
Pacific Gas & El 7 94	20	103⅛	+0⅛	6.50
Penney J C 6⅛ 92	26	100⅞	+0⅛	6.56
Procter 6⅛ 92	25	103	+0⅛	6.00
Sallie Mae 6⅛ 92	25	103	+1	6.00
TRW 7 94	15	102½	+0⅛	6.61
Utd Technology 6⅛ 92	25	102⅛	+0⅞	6.04
World Bank 7 94	20	106⅛	+0⅛	5.93
World Bank 7⅛ 93	20	108⅞	+0⅞	6.14
World Bank 8 93	20	110⅛	+1⅛	6.17
LUXFR STRAIGHTS	**Issued**	**Price**	**Chg. on week**	**Yield**
ASEA 9¼ 89	600	101½	+0⅛	9.24
Eurofima 10 94	600	104⅞	0	9.15
E Coal & Steel 10½ 94	1bn	104⅞	0	9.61
Euro Invest Bk 10½ 94	1bn	105⅛	+0⅛	9.47
World Bank 10¼ 89	1bn	103⅛	+0⅛	8.98
GUILDER STRAIGHTS	**Issued**	**Price**	**Chg. on week**	**Yield**
ABN 8 89	200	105½	0	5.83
ABN 7¼ 89	150	106¼	+0¼	5.78
Amro Bk 7¼ 89	150	103⅛	+0¼	6.12
Amro Bk 8 89	200	105½	+0⅛	5.95
Bk Mess & Hope 8¼ 89	100	105	−0⅛	6.34
Beatrice Foods 8¼ 89	100	104	+0⅛	6.86
C C Rabo 8 89	150	105	−0⅛	6.16
Denmark 8½ 91	100	108⅛	+0⅛	6.53
Int Stand Elec 8½ 89	100	104⅛	0	6.65
New Zealand 8¼ 89	100	105⅛	+0⅛	6.31
CANADIAN DOLLAR STRAIGHTS	**Issued**	**Price**	**Chg. on week**	**Yield**
Amex 12⅛ 91	50	104⅞	+0⅛	11.04
Aust Resources 11⅛ 92	50	105⅛	+1⅛	10.42
Bk of Tokyo 10⅞ 92	75	101	+0⅛	10.64
Bqe l'Indosuez 14 91	75	112	+0⅛	10.89
Br Col Munic 12¾ 91	100	108½	+1⅛	10.18
Br Col Munic 13½ 91	100	112⅛	+0⅞	10.29
Br Col Tele 12⅛ 89	70	105	+1⅛	11.48
Farm Cred Corp 12¼ 90	75	107⅛	+1⅛	10.17
Kredietbank 12 92	75	105⅛	+0⅛	10.81
Long Term Cred 11⅛ 90	75	105⅛	+0⅞	9.89
Montreal City 12¼ 91	50	107⅛	+1⅛	10.37
New Brunswick 12 95	75	109⅛	+1⅛	10.26
Nova Scotia 11⅛ 95	100	107⅛	+1⅛	10.36
Quebec Hydro 14 91	75	106⅛	+0⅛	12.25
ECU STRAIGHTS	**Issued**	**Price**	**Chg. on week**	**Yield**
ABN 9½ 92	100	104⅛	+1⅛	8.52
Australia & NZ 10⅛ 91	50	104½	+0⅛	9.58
Austria 10⅛ 93	100	111⅛	+2½	8.41
BFCE 9⅛ 92	100	107⅛	+2⅛	8.06
Cred National 10⅛ 94	50	111⅛	+1⅞	8.48
Cred National 11⅛ 91	50	105½	−1⅛	9.91
Denmark 10⅛ 91	75	106⅛	+0⅛	9.03
Ebco Int 10⅞ 89	55	103¼	0	9.58
EEC 11 93	50	105⅛	+0⅛	9.91
EEC 11⅛ 91	50	106⅞	+0¼	9.50
EEC 11¼ 93	70	106	0	10.05
Euro Coal & Steel 6 94	60	116⅛	0	9.52
Euro Invest Bk 9⅛ 95	200	104¼	+0⅞	8.57
Euro Invest Bk 10⅛ 94	130	110¼	+1⅞	8.30
Euro Invest Bk 10⅛ 89	50	105¼	0	8.42
Euro Invest Bk 10⅛ 94	100	110⅛	+1⅛	8.80
Euro Invest Bk 11½ 92	75	108⅛	+0⅛	9.23
Euro Invest Bk 11½ 93	50	106½	−0⅞	9.86
Euro Invest Bk 11¼ 96	50	113⅛	+0⅛	9.08
Gen Finance 11 90	70	105¼	0	9.49
Giro Vienna 10½ 93	60	107⅞	+0¼	9.02
GTE Finance 10⅞ 92	50	108⅛	+0½	8.96
Ireland 10⅛ 95	50	104⅛	+1	9.45
Italian Govt 10½ 92	600	106⅞	+0⅞	9.06
Italian Treas 11½ 90	60	108½	+0¼	9.12
Kredietbank L 9⅛ 92	75	105⅛	+1⅞	8.13
Megal Finance 11¼ 94	100	108¼	+0½	9.64
Nippon Cred Bk 11 91	50	107⅛	+1⅞	9.03
Nordic Inv 6 94	60	116	0	9.48
Post Och Kred 10⅞ 92	50	104⅞	+1⅛	9.76
Royal Bk Can 10½ 89	85	104⅛	+0¼	8.86
SNCI 10⅞ 94	60	107⅛	0	9.54
Swedish Export 11 89	57	103⅞	+0⅛	9.45
West LB 10⅞ 91	50	103⅛	0	9.85
World Bank 10⅛ 88	100	105⅛	+0½	8.13
AUSTRALIAN DOLLAR STRAIGHTS	**Issued**	**Price**	**Chg. on week**	**Yield**
Nat Aust Bk 12⅞ 89	40	95½	+2⅛	14.38
PIBA 12⅛ 89	50	94⅛	−1	14.92
State Bk NSW 12⅛ 89	40	95⅛	+1⅛	14.05
Woolworths 14⅛ 88	25	101	+0½	13.67
STERLING STRAIGHTS	**Issued**	**Price**	**Chg. on week**	**Yield**
BAT Intnl 10⅛ 91	100	103⅛	+1½	9.58
Denmark 10⅛ 89	75	101⅞	+0½	10.00
EEC 11⅛ 94	50	107⅞	+2⅛	10.01
Europarat 11⅛ 92	50	107⅛	+2½	9.70
Euro Invest Bk 10⅛ 92	50	104½	+2⅛	9.85
Finland 11⅞ 88	50	102⅛	+0⅛	10.79
Grand Met Fin 10⅞ 90	50	102	+2⅛	10.26
Int-Amer Dev 11⅛ 91	60	104⅛	+1⅛	10.15
Int Stand Elec 11⅛ 89	50	102	+0⅛	10.25
Inv In Indust 11½ 91	50	103½	+1⅛	10.62
Ireland 11⅛ 94	50	105⅛	+2⅛	10.40
New Zealand 10⅛ 89	100	100⅞	+0⅛	10.28
SNCF 11⅛ 94	60	108⅛	+2⅛	9.99
World Bank 10⅛ 89	100	101⅛	+0½	9.97
World Bank 10⅛ 88	50	102⅛	+1⅛	9.85
World Bank 11 94	50	105⅛	+2⅛	9.99
EQUITY WARRANTS	**Expiry date**	**Price**	**Chg. on week**	**Prem.**
Bank Leu Int	30/8/88	130	−1	9.99
Ciba-Geigy Int £	1/11/93	528⅞	+5	7.72
Credit Suisse	31/5/88	81½	−1½	−39.11
Casio Computer	6/3/89	60⅛	+5½	−24.58
Fujikura	28/4/89	55½	+8	−8.35
IC Industries	15/6/88	38	0	1.44
Kayaba Industry	15/2/89	54	+8½	−9.82
Minebea	20/2/89	64	−0½	11.21
Mitsubishi Cp	7/11/88	65	+4½	−26.60
Mitsui Petro	15/2/90	0		
Nissho Iwai	1/2/89	56	+3⅛	−18.14
Nomura	31/10/88	148	−2⅛	−50.74
Swiss Bank Cpn	20/12/88	124⅞	+4⅛	6.28
Toray Ind	5/3/87	42½	+7½	−15.10
Yamato Kogyo	29/1/90	36	−0½	5.63
BOND WARRANTS	**Expiry date**	**Price**	**Chg. on week**	**Ex. yield**
Aegon Ins 11⅛ 91	15/2/88	102⅛	+13⅛	9.18
Coca Cola 11⅛ 91	28/11/88	114⅛	+21⅛	6.60
Commerzbk 12⅛ 91	21/11/88	170	+31	3.46
Du Pont 13⅛ 89	25/8/86	117½	+3	9.88
Eksprtfinans 13⅛ 89	15/9/87	135	+10	3.80
Gen Elec 12⅛ 91	7/8/87	116⅛	+8½	3.77
Ind Bk Jpn 12½ 91	6/10/89	169⅛	+13⅛	7.27
ITT Finance Corp	15/11/89	177½	+27	0.00
McDnlds 11⅛ 94	6/1/89	120	+25½	9.37
Oester Lnbk 13½ 89	9/8/87	129⅛	+2⅛	3.83
Texaco Cap 12⅞ 92	1/9/87	77	+7	7.07
Trnto Dom 12⅛ 91	5/4/88	151⅛	+14⅛	4.62

STRAIGHT BONDS: Yield to redemption of the mid-price. Amount issued is expressed in millions of currency units except for yen bonds, where it is in billions.
FLOATING RATE NOTES: US dollars unless indicated. Margin above six-month offered rate († three-month; § above mean rate) for US dollars. C.cpn=current coupon.
CONVERTIBLE BONDS: US dollars unless indicated. Prem=percentage premium of the current effective price of buying shares via the bond over the most recent share price.

WARRANTS: Equity warrant prem=exercise premium over current share price. Bond warrant ex yld=exercise yield at current warrant price.
† Perpetual.

Closing prices on March 14.

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The Nippon Credit Bank (Curaçao) Finance, N.V.

U.S. $100,000,000

Guaranteed Floating Rate Notes Due 1995

Payment of principal and interest unconditionally guaranteed by

The Nippon Credit Bank, Ltd.

Morgan Guaranty Ltd — Morgan Stanley International
Salomon Brothers International Limited — Nippon Credit International (HK) Ltd.

Bankers Trust International Limited — Banque Indosuez
Banque Paribas Capital Markets — Chase Manhattan Capital Markets Group
Citicorp Investment Bank Limited — County Bank Limited
Credit Suisse First Boston Limited — Daiwa Europe Limited
Dresdner Bank Aktiengesellschaft — Kidder, Peabody International Limited
Kleinwort, Benson Limited — Merrill Lynch Capital Markets
The Nikko Securities Co., (Europe) Ltd. — Orion Royal Bank Limited
Shearson Lehman Brothers International — Swiss Bank Corporation International Limited
Union Bank of Switzerland (Securities) Limited — S. G. Warburg & Co. Ltd.
Westdeutsche Landesbank Girozentrale

18th December, 1985 — *All of these Securities have been sold. This announcement appears as a matter of record only.*

UK COMPANY NEWS

RECENT ISSUES

Norton launches attack on McCorquodale's performance

BY MARTIN DICKSON

Norton Opax, the printing and publishing group, has issued a weekend attack on the relative "underperformance" of **McCorquodale**, the printing and packing group for which it has launched a £110m takeover.

In an offer document to shareholders, it compared a 74 per cent increase in McCorquodale's pre-tax profits over the past four years, with one of 393 per cent for itself. And it added that net extraordinary charges over the past four years had cost McCorquodale £10.4m.

However, Mr Nicholas Heroys McCorquodale's finance director, said yesterday that there was "nothing in the document to indicate any benefits for McCorquodale shareholders, employees or customers."

Norton, claiming it had "the ability to revitalise McCorquodale," said the UK was McCorquodale's core market but over the past four years, even before deducting extraordinary items, its British trading profits had only grown from £4.5m to £5.7m, while sales had increased from £74.7m to £106.2m, producing a decline in UK trading profit margins.

It added that McCorquodale was heavily dependent for its profits on associated companies, which presumably it did not control, and some of their earnings were subject to local exchange controls, meaning that cash for dividends was largely dependent on the UK market.

Norton claimed a combination of the two groups would make a formidable force in printing, packaging and publishing, both in the UK and internationally.

Norton, which is advised by Samuel Montagu, has followed the novel underwriting techniques first used by Argyll, another Montagu client, in mounting its £2.4bn bid for Distillers.

In both cases, there is a core group of underwriters — seven in the case of Norton — taking on £45m of the total £110m of underwriting.

There is also a premium for underwriters in the bid succeeding: if Norton loses it will have to pay out only £1.1m in commitment commissions, whereas if it wins these will total some £2.1m.

Under normal underwriting methods, these commissions would have totalled £1.85m, whatever the outcome. If Norton wins it will also face standard ½ per cent commissions, which could add between £375,000 and £750,000 to the total.

Property sales boost Dunton in first half

Dunton Group, USM-quoted brick maker, property developer and civil engineer, more than doubled pre-tax profits in the six months to November 30 1985 from £78,449 to £172,180 on turnover substantially ahead from £539,613 to £1.28m.

The directors say that the increase in volume is largely attributable to property sales in its joint ventures with Harman (Chesham) which are proceeding satisfactorily. Dunton paid £400,000 for a 30 per cent stake in Harman, a private housebuilder and public works contractor, in November 1985.

An interim dividend is being paid for the first time, of 0.16p. The company made a maiden 0.24p payment in respect of the year to May 1985 when profits reached £231,000. Net earnings per 5p share are shown up from 0.53p to 0.99p for the half year.

Brick sales throughout the period remained buoyant, the directors say, and production has been fully maintained.

Since the end of the half year, the company's civil engineering subsidiary has begun work on the infrastructures and substructures for the 58 dwellings comprising a joint venture in Chesham. Provided this winter's severe weather ends early, the directors expect a material increase in turnover and profitability for the division.

They anticipate that this, together with a first time contribution from the recent investment in Harman (Chesham), and the normal spring increase in brick sales, will produce a satisfactory outcome for the second half.

FT Share Information

The following securities have been added to the Share Information Services: **Fairmont Financial Inc** (Section: Americans); **Wickes** (Drapery & Stores).

Elders outlines joint venture pub scheme to Allied

BY MARTIN DICKSON

Elders IXL, the Australian brewing, agriculture group which has made a £1.8bn bid for **Allied-Lyons**, wrote at the weekend to Allied's publicans outlining a "joint venture" pub scheme which is says it would introduce to Britain if it gained control of Allied.

The letter was despatched just two days after Elders surprised the City by selling its entire 6 per cent stake in Allied. It said at the time it was not quitting the takeover battle and would continue to make submissions to the Monopolies Commission, which is investigating the bid, though Allied's current share price was "unrealistic."

It also emerged at the weekend that Elders had sent a letter to Allied shareholders, dated just two days before it sold its stake, saying it was confident that its bid would be cleared

Sir Derrick Holden-Brown, chairman of Allied, yesterday criticised Elders for sending both letters, saying they created further uncertainty. "I think it is disgraceful they haven't got the straight guts to say we have taken our profits and gone," he added.

One of the letters outlines how Elders has introduced in Australia a scheme under which publicans become half owners of their pubs.

Elders said a similar, though not identical scheme, would be introduced in Britain. However, it would not be compulsory

COMPANY NEWS IN BRIEF

FOBEL INTERNATIONAL'S Canadian associate company, Premium Forest Products, one of the largest door manufacturers in the world, has changed its name to Premdor Inc. and has filed with the Ontario Securities Commission a preliminary prospectus prior to a public issue of subordinate voting shares, which should lead to a full listing on the Toronto Stock Exchange in early May. Fobel owns 29 per cent of Premium Forest products, and will receive significant benefits as a result of the public issue.

GOODMAN BROTHERS, clothing manufacturer, cut its losses in the six months to end of October 1985. On turnover down from £6.04m to £5.23m, it suffered a pre-tax loss of £153,000 (£25,000 profit). In the second half of the previous year, losses totalled £554,000. The loss per 5p share came out at 1.5p (0.25p earnings) and again there is no interim dividend.

CAMELLIA INVESTMENTS, an investment holding company with interests in tea estates, fine art and philately, achieved higher taxable profits of £894,471 in 1985 compared with £508,666 in the previous year. Turnover was £1.95m (£1.75m). The final dividend is 7p (6p) for a 12p (10p) total. Earnings per share were 25.33p (18.58p) before an extraordinary credit of £1.13m (charge £71,364).

SHARE STAKES

Changes in company share stakes announced over the past week include:

Argyle Trust—On March 10 J. N. Oppenheim, director, purchased 140,000 shares at 44.5p and now holds 3,040,000 (14.22 per cent). On the same date F. G. Calonder, director, purchased 35,000 at 44.5p and now holds 785,000 (3.67 per cent).

Amber Day Holdings — Between March 7 and March 13 R. Metzger, director, beneficially disposed of 400,000 ordinary and acquired 5,000 10½ per cent preference and non-beneficially disposed of 70,160 ordinary and acquired 9,600 ordinary. D. S. Rose, director, disposed of his non-beneficial interest in 125,000 ordinary and D. C. Sampson, director, beneficially disposed of 50,000 ordinary and acquired 5,000 10½ per cent preference.

BOARD MEETINGS

TODAY

Interims: City of Aberdeen Land Association, London and Strathclyde Trust, MAI, Pennine Resources, Prestwich.

Finals: Beatson Clark, Charlie Browns Car Part Centres, Cambridge Electronic Industries, Counter Products Marketing, Davies and Metcalfe, Davidson Pearce, James Fisher, Thomas Jourdan, Metalrax, Norank Systems, Pittard.

FUTURE DATES

Interims—	
A.B. Electronic Products	Mar 25
London and Strathclyde Trust	Mar 17
Finals—	
Bestwood	Mar 21
Cliffords Dairies	Mar 25
DRG	Mar 19
Derwent Valley	Mar 27
Exco International	Mar 21
Garfunkels Restaurants	Mar 21
HB Electronic Components	Mar 25
Reckitt and Colman	Apr 3

SUTER

Summary of Results

Year ended 31 December	1985 £m	1984 £m	
Turnover	110.0	47.3	+132%
Profit before taxation	9.5	4.1	+132%
Profit after taxation	6.2	2.9	+114%
Earnings per share (fully diluted)	13.9p	9.4p	+ 48%
Dividends per Ordinary share	4.2p	3.5p	+ 20%

The Chairman, Mr. David Abell, reports:

★ Highly successful year with turnover and profit up by more than 130%

★ Spectacular growth includes acquisitions and a 57% increase in trading profit of underlying businesses.

★ Offer for UKO International illustrates corporate objective of judicious acquisitions of market leaders in distribution and engineering areas.

Copies of the full Annual Report & Accounts 1985, which will be posted to shareholders in the last week of April 1986, may be obtained from The Secretary, Suter p.l.c., The Priory, Market Place, Grantham, Lincs. NG31 6LJ.

DISTRIBUTION · LIGHT ENGINEERING · SPECIALIST ENGINEERING · PACKAGING

17th March, 1986

Notice of Annual General Meeting of Shareholders

JB∞B

D-MARK-BAER

Julius Baer D-Mark Bond Fund Ltd.

(A company incorporated in the Cayman Islands with limited liability)

NOTICE IS HEREBY GIVEN of the Annual General Meeting to be held at Julius Baer Bank and Trust Company Ltd., Butterfield House, Grand Cayman, on the 2nd day of April, 1986 at 10:30 a.m. for the following purposes:

1. To receive and consider and, if thought fit, adopt the accounts presented by the Directors for the year ended 31st December, 1985 and the reports of the Directors and Auditors.

2. To ratify the acts of Directors.

3. To appoint Auditors and authorize the Directors to fix the Auditors' remuneration.

By order of the Board D-Mark-Baer, Julius Baer D-Mark Bond Fund Ltd., P.O. Box 1100, Grand Cayman, Cayman Islands.

A shareholder entitled to attend and vote is entitled to appoint one or more proxies to attend and vote instead of him. A proxy need not also be a shareholder. Exercise of these rights in respect of bearer shares will be recognized only on presentation at the meeting of the bearer certificate or satisfactory evidence of the holding. Such evidence may be obtained by depositing the certificate with the Agent listed below against written receipt, which must be produced at the meeting. Any instrument of proxy should be delivered to the Agent not less than two business days prior to the date of the Meeting.

Copies of the Annual Report including Audited Accounts are available for inspection and may be obtained at the registered office of the Company and from the Agent listed below.

Secretary and Registrar:
Julius Baer Bank and Trust Company Ltd.
Butterfield House
P.O. Box 1100, Grand Cayman

Agent:
Bank Julius Baer & Co. Ltd.
Bahnhofstrasse 36, 8022 Zurich
Switzerland

FINANCIAL TIMES STOCK INDICES

	Mar. 14	Mar. 13	Mar. 12	Mar. 11	Mar. 10	Mar. 7	1985/86 High	1985/86 Low	Since Compilation High	Since Compilation Low
Government Secs	88.57	88.45	88.66	86.92	87.72	86.98	88.92	78.02	127.4	49.18
Fixed Interest	92.90	92.97	93.21	92.62	91.49	91.10	93.31	83.17	150.4	50.53
Ordinary	1360.7	1350.6	1350.7	1326.8	1305.6	1308.8	1360.7	911.0	1360.7	49.4
Gold Mines	319.7	331.0	322.2	322.5	330.4	333.6	536.9	237.9	734.7	43.5
FT-Act All.Share.	791.05	786.59	790.28	776.85	765.12	763.17	791.05	581.88	791.05	61.92
FT-SE100	1624.4	1616.7	1624.5	1597.1	1572.8	1573.8	1624.5	1206.1	1624.5	986.9

FINANCIAL DIARY FOR THE WEEK

The following is a record of the principal business and financial engagements during the week. The board meetings are mainly for the purpose of considering dividends and official indications are not always available whether dividends concerned are interims or finals. The sub-divisions shown below are based mainly on last year's timetable.

TODAY

COMPANY MEETINGS—
Essex Water, Tower Thistle Hotel, St. Katherine's Way, E., 12.00
Eurotherm Intl., Chatsworth Hotel, Worthing, Sussex, 12.00

BOARD MEETINGS—
Finals:
Beatson Clark
Browns (Charlie) Car Part Centres
Cambridge Electronic Inds
Counter Products Marketing
Davies & Metcalfe
Davidson Pearce
Fisher (James)
Jourdan (Thomas)
Metalrax
Norank Systems
Pittard Grp
Interims:
City of Aberdeen Land
London & Strathclyde Tst
MAI
Pennine Resources
Prestwich
Process Systems

DIVIDEND AND INTEREST PAYMENTS—
FPL Group Inc. 49cts.
Ford Motor 3.5cts.
Fuqua Oversea Finance NV Gtd. Fltg. Rate Nts. 1987 $236.98
G.T. Japan Inv. Tst. 0.4p
Honeywell Inc. 50cts.
Howard Shuttering 0.7p
Hutton (E.F.) 22cts.
Hydro Quebec 16½% Debs. Sers. ET 15/3/89 8¼pc
Korea Exchange Bank Fltg. Rate Nts. 1995 £149.59
Sheraton Securities 0.25p
Simmer & Jack Mines 20cts.
Smith (David S.) 1.4p
Smith (W.H.) "A" 2p
Do. "B" 0.4p

TOMORROW

COMPANY MEETINGS—
Baldwin (H. J.), 67, Westow Street, Upper Norwood, S.E., 2.00
East Worcestershire Waterworks, 46, New Road, Bromsgrove, 12.30
KLP Group, Ironmonger's Hall, Shaftesbury Place, E.C., 12.00
Meldrum Inv. Tst., 2, St. Mary Axe, E.C., 11.30
SGB Group, Waldorf Hotel, Aldwych, W.C., 11.30

BOARD MEETINGS—
Finals:
Automotive Products
Duncan (Walter) & Goodricke
Expamet Intl
Laing Props
McLaughlin & Harvey
Watmoughs
Interims:
BM Group
Chambers & Fargus
Gent (S.R.)
Paterson Zochonis

DIVIDEND AND INTEREST PAYMENTS—
Arab Banking Corp (B.S.C.) Fltg Rate Nts. 1996 $436.79
Copenhagen Handelsbank AS DK15
Credit National Gtd. Fltg. Rate Nts. £146.4
Habit Precision Eng. 1.15p
Limited Inc. 6cts.
Marine Midland Banks Inc. Fltg. Rate Subord Nts. $204.69
Midland Bank Und. Fltg. Rate Prim. Cap. Nts. $443.07
Protimeter 0.5p
Riggs National Corp Fltg. Rate Subord Nts. 1996 $206.25
Royal Bank of Scotland Fltg. Rate Nts. 1991 $44.31
Standard Chartered Und. Prim. Cap Fltg. Rate Nts £147.95
Wells Fargo Intl. Financing Corp NV 15% Gtd. Nts. 1987 7½pc
Williams & Glyn's Bank Fltg. Rate Cap Nts. 1991 $44.31

WEDNESDAY MARCH 19

COMPANY MEETINGS—
Camford Eng., Blakemore Hotel, Little *Wymondley, Stevenage, Herts, 12.00*
Gestetner Hldgs., Gestetner House, 210, Euston Road, N.W., 10.00
Kenning Motor Group, Manor Offices, Old Road, Chesterfield, 12.00
Union Discount, 39, Cornhill, E.C., 12.00
Webber Electro Components, Grand Hotel, Broad Street, Bristol, 12.00

BOARD MEETINGS—
Finals:
Clyde Petroleum
DRG
Great Northern Telegraph
Hepworth Ceramic
Hewitt (J.) (Fenton)
Jamesons Chocolates
Jones & Shipman
Leda Inv Tst
Macallan-Glenlivet
Mackay (Hugh)
Refuge
Rentokil
Stockley
Interims:
Armstrong Equipment
Logica
Scholes (George H.)
Sirdar
TSW-Television South West

DIVIDEND AND INTEREST PAYMENTS
Brooke Tool Eng. 0.75p
Citicorp Overseas Finance Gtd. Fltg. Rate Subord Cap. Nts. 1996 $200
Leumi Intl. Inv. Gtd. Fltg. Rate Nts. 1988 $44.31
Marine Midland Bank NA Fltg. Rate Subord Cap. Nts. 1996 $201.56
Ransomes Sims & Jefferies 5¼pc Cum. Prf. 1.925p
Treasury 11¾pc 2001-04 5¾pc

THURSDAY MARCH 20

COMPANY MEETINGS—
Derby Trust, Selfridge Hotel, Orchard Street, W. 3.00
Domino Printing Sciences, Garden House Hotel, Cambridge, 2.30
East Anglian Water, 163, High Street, *Lowestoft*, 3.00
Evode Group, Tillington Hall Hotel, Eccleshall Road, Stafford, 12.00
Investors Capital Trust, 1, Charlotte Square, Edinburgh, 2.30
River & Mercantile Trust, Bonnington Hotel, 92, Southampton Row, WC, 12.00
Scafax Television Hldgs, Cheney Court, Ditteridge, Box, Wiltshire, 11.00

BOARD MEETINGS—
Finals:
Banro Inds
Boddingtons Breweries
Britoil
Bronx Eng
Clarke (T.)
Consultants
HTV
Kode Intnl
Legal & General
Octopus Publishing
Ryan Intl
Sale Tilney
Sharpe & Fisher
Smith & Nephew
Superdrug Stores
Turner & Newall
Wickes
Interims:
Barratt Developments
Blanchards
LWT
Pacific Sales Organisation
Sanderson Murray & Elder
Sheldon Jones
Thorpe (F.W.)

DIVIDEND AND INTEREST PAYMENTS
Cons. Tern Invs. 3.32p
Dacian Hldgs. 5p
Douglas (Robert M.) Hldgs. 0.75p
Exchequer 10½pc 2005 5¼pc
Hambro Trust 2.46p
InterNorth Inc. 62cts
M. & G. American & General Fund Inc. 2.2p
M. & G. Intl. Growth Fund 8.5p
Mayfair & City Props. 1.1p
Mckay Securities 1.7p
Spain (Kingdom of) Fltg. Rate Nts. 2005 $413.06
Union Discount 26p

FRIDAY MARCH 21

COMPANY MEETINGS—
Glasgow Stockholders Tst. 181-195, West George Street, Glasgow, 12.00
Goode Durrant & Murray, 8-13, Chiswell Street, Finsbury Square, 10.00
Hill & Smith Hldgs., Plough & Harrow Hotel, Hagley Road, Edgbaston, Birmingham, 12.00
Mid-Southern Water, The Waterworks Offices, Frimley Green, Camberley, Surrey, 12.00
Newman Tonks, The National Motorcycle Museum, Coventry Road, Bickenhill, West *Midlands*, 12.00
Trust of Property Shares, Park House, 16, Finsbury Circus, EC, 11.00

BOARD MEETINGS—
Finals:
Bestobell
Bestwood
Delta Group
Exco Intl
Garfunkels Restaurants
Grattan
Highlands & Lowlands
Robinson (Thomas)
Interims:
Intl City Holdings

DIVIDEND AND INTEREST PAYMENTS
Dos Brothers Buist 1.2p
Ewart New Northern 0.5p
Lone Star Inds. 47.5cts
Lydenburg Platinum 40cts
Northchart Invs. 2cts
Pfizer Inc. 41cts
River & Mercantile Trust 3.7p
Wagon Ind. 3.5p

SATURDAY MARCH 22

DIVIDEND AND INTEREST PAYMENTS—
Exchequer 12¼% 1190 6¼pc
Do. 13½% 1992 6¾pc
Glasgow Stockholders Tst. 1.45p
Do. 5% Cum. Prf. 1.75p

SUNDAY MARCH 23

DIVIDEND AND INTEREST PAYMENTS
Essex Water 3.5pc (Fmly. 5pc) Cons. Ord. 1.75p
Do 3.5pc (Fmly. 5pc) New Ord. 1.75p
European Inv. Bank 11pc Ln. 2002 5½pc

NOTICE TO HOLDERS OF

FUJITSU LIMITED
(Fujitsu Kabushiki Kaisha)

U.S. $80,000,000
5¾ Per Cent. Convertible Bonds 1996
(the "1996 Bonds")

U.S. $180,000,000
3 Per Cent. Convertible Bonds 1999
(the "1999 Bonds")

Bearer Warrants to subscribe for shares of Common Stock of FUJITSU LIMITED in conjunction with an issue of U.S. $200,000,000 4¾ per cent. Bonds 1991
(the "Warrants")

Pursuant to Clause 7(B) and 7(C) of the Trust Deed dated 28th May, 1981 for the 1996 Bonds, Clause 7(B) and 7(C) of the Trust Deed dated 22nd March, 1984 for the 1999 Bonds, and Clause 4(B) and 4(C) of the Instrument dated 20th February, 1986 for the Warrants, under which above-mentioned Bonds and Warrants were issued, notice is hereby given as follows:

1. On February 27, 1986, the Board of Directors of the Company resolved to make a free distribution of shares of its Common Stock to shareholders of record as of March 31, 1986 in Japan, at the rate of 0.08 new share for one share held.

2. Accordingly, the conversion prices of the above-mentioned Bonds and the subscription price of the Warrants will be adjusted effective as of April 1, 1986, Japan Time. The conversion prices in effect before such adjustment are Yen 547.60 per share of Common Stock for the 1996 Bonds, Yen 1,199.50 per share of Common Stock for the 1999 Bonds, and the subscription price in effect before such adjustment is Yen 1,107.00 per share of Common Stock for the Warrants. The adjusted conversion prices will be Yen 507.00 per share of Common Stock for the 1996 Bonds, Yen 1,109.80 per share of Common Stock for the 1999 Bonds (taking into account the adjustment of Yen 0.80 by reason of the previous issuance of the Company's Deutsche Mark convertible bonds on June 18, 1985), and the adjusted subscription price will be Yen 1,025.00 per share of Common Stock for the Warrants.

FUJITSU LIMITED
By: The Bank of Tokyo Trust Company as Trustee and Fiscal Agent

Dated: March 17, 1986

U.S. $270,000,000

BANQUE FRANÇAISE DU COMMERCE EXTERIEUR

Guaranteed Floating Rate Notes Due 1996

For the three months March 17, 1986 to June 17, 1986 the Notes will bear interest at 7.54% per annum. US$19.27 will be payable on June 17, 1986 per $1,000 nominal amount of Notes and will be paid in accordance with the terms of the Temporary Global Note.

LADBROKE INDEX
1,360-1,364 (+15)
Based on FT Index
Tel: 01-427 4411

DnC

Den norske Creditbank

US$150,000,000

Floating Rate Capital Notes due March 1991

In accordance with the provisions of the Notes, notice is hereby given that for the six month Interest Period from March 17, 1986 to September 17, 1986 the Notes will carry an Interest Rate of 7 9/16% per annum and the Coupon Amount per U.S.$10,000 nominal of the Notes will be U.S.$386.53 and per U.S.$250,000 nominal of the Notes will be U.S.$9,663.25.

March 17, 1986
By: Citibank, N.A. (CSSI Dept.), Agent Bank — CITIBANK

Fuqua Overseas Finance N.V.

U.S. $50,000,000

Guaranteed Floating Rate Notes due 1987

Unconditionally guaranteed as to payment of principal and interest by

Fuqua Industries, Inc.

In accordance with the provisions of the Notes, notice is hereby given that for the six months period 17th March, 1986 to 17th September, 1986 the Notes will carry a Rate of Interest of 8 1/16% per annum with a coupon amount of U.S.$206·04.

Agent Bank

CHEMICAL BANK INTERNATIONAL LIMITED

RECENT ISSUES

EQUITIES

Issue price	Amount paid up	Latest Renunc. date	1985/6 High	1985/6 Low	Stock	Closing price	+ or −	Net Div.	Times covered	Gross Yield	P/E Ratio
§160	F.P.	—	194	160	‡BPP Hldgs. 10p	194	+2	R5.0	2.8	3.7	17.2
‡‡	F.P.	—	135	130	Chillington Corp	130	......	—	—	—	—
‡‡	F.P.	—	68	65	Do. Defd.	68	......	—	—	—	—
165	F.P.	—	195	188	Gold Greenlees T. 5p	188	......	R2.9	3.2	2.2	21.0
§105	F.P.	—	165	140	Jarvis Porter 10p	140	−8	R5.3	2.6	3.4	16.5
105	F.P.	14/3	145	112	Macro 4 5p	138	+2	R1.0	6.5	1.0	21.2
§120	F.P.	—	140	134	‡Menvier-Swain 5p	136	−1	R3.5	3.5	2.6	15.2
§127	F.P.	7/3	140	125	‡Microsystems 10p	140	......	R1.75	4.5	1.8	17.3
§145	F.P.	4/4	177	155	PPL 10p	155	......	u2.5	6.0	2.3	18.2
‖‖	F.P.	—	900	800	Rodime 5p	800	......	—	—	—	7.2
§80	F.P.	4/4	94	88	‡Spice 5p	94	+3	u2.6	2.2	4.3	12.5
††	F.P.	27/3	25	7	Telfos Warrants	25	......	—	—	—	—
215	F.P.	1/5	226	215	Templeton Galbraith	226	+1	Q5.37c	2.5	1.9	25.3
100	F.P.	27/3	102	95	Throgmorton USM	102	......	—	—	—	—
120	F.P.	24/5	218	156	Wellcome	216	+15	u2.08	2.8	1.4	28.0
—	F.P.	—	25	8	Westland Warrants	25	......	—	—	—	—
140	F.P.	7/3	157	140	‡Wickes 40p	156	......	R2.0	4.7	1.8	16.5

FIXED INTEREST STOCKS

Issue price £	Amount paid up	Latest Renunc. date	1985/6 High	1985/6 Low	Stock	Closing price	+ or −
88.255	£30	25/4	36¼	30½	American Medical Intl.9½% Uns.Ln.2011	34¾	−¼
§98.287	£25	19/5	34	25⅛	Centrovincial Ests.11½% 1st Mort Db.2016	34	+½
‡‡	F.P.	—	112p	110p	Chillington 9½% Cum. Red. Pref.	112p	......
‡‡	F.P.	—	125p	125p	Devenish (J.A.) 4.5% Cnv 2nd. Pref.	125p	......
—	F.P.	27/4	110p	105p	‡Electron-H'se 6¾% Cnv. Cum Red Prf	106p	......
§99.11	F.P.	10/4	106	99¼	Hampton Tst. 11¾% 1st. Mort. Deb. 2025	105	......
94.917	£30	6/6	34	19⅞	Inter-Am Dev Bk 9¾% Uns Ln 2016	33⅛	+⅜
‖	Nil	25/4	115p	107p	Lawrence (W.) 6.5% Cnv.Cum.Red.Pref.	115p	+1
98.977	F.P.	10/3	107½	99	Mecca Leisure 11½% Deb. 2011	107⅛	......
—	F.P.	—	100⅛	100¼	Nationwide Bldg. Soc. 12⅝% 2/3/87	100⅞	......
‡‡	F.P.	4/4	164p	140p	‡Parkfield 7% Cum. Cnv. Prf. 2005	162p	−2
‖	Nil	16/4	5ppm	5ppm	Porter Chad. 8% Cnv.Cum.Red.Prf. '95	5ppm	......
§97.955	£25	26/4	36	25⅛	Samuel Props. 11% 1st. Mort.Deb.2016	34⅛	......
§99.489	£25	—	24⅞	24¾	S.E. 10⅛% Mort. Deb. 2016	24⅞	......
‖	F.P.	—	117	130	Westland 7½% Cnv. Cum. Prf.	110	+4

RIGHTS OFFERS

Issue price	Amount paid up	Latest Renunc. date	1985/6 High	1985/6 Low	Stock	Closing Price	+ or −
200	Nil	—	75pm	65pm	Cullens Hldgs. 10p	75pm	......
16½	Nil	11/4	3½pm	1pm	Dares Ests. 5p	3½pm	+1¾
330	F.P.	9/4	410pm	380pm	‡High Point Services 10p	410pm	......
255	Nil	30/4	45pm	35pm	KLP 5p	45pm	......
70	Nil	7/4	11pm	5pm	Kent (J.) 5p	7pm	......
220	Nil	24/4	86pm	58pm	‡ N.M.W. Computers	85pm	+8
115	F.P.	25/4	144pm	130pm	Wates (City of London)	143	......
60	F.P.	—	85	63	Westland	77	......

Renunciation date usually last day for dealing free of stamp duty. *b* Figures based on prospectus estimates. *g* Assumed dividend and yield. F Forecast dividend cover on earnings updated by latest interim statement. H Dividend and Yield based on prospectus or other official estimates for 1986. R Forecast annualised dividend, cover and p/e ratio based on prospectus or other official estimates. *t* Indicated dividends; cover relates to previous dividend; p/e ratio based on latest annual earnings. *u* Forecast, or estimated annualised dividend rate, cover based on previous year's earnings. ¶ Issued by tender. ‖ Offered holders of ordinary shares as a "rights." ‡‡ Introduction. ** Issued by way of capitalisation. § Placing price. §§ Reintroduced. ¶¶ Issued in connection with reorganisation, merger or takeover. ▓ Allotment price. ‡ Unlisted securities market. ‡‡ Dealt in under Rule 535 (3). ♥ Dealt in under Rule 535 (4) (a). †† Units comprising two ordinary, one preference and one warrant.

PENDING DIVIDENDS

Dates when some of the more important company dividend statements may be expected in the next few weeks are given in the following table. The dates shown are those of last year's announcements except where the forthcoming board meetings (indicated thus*) have been officially notified. Dividends to be declared will not necessarily be at the amounts in the column headed "Announcement last year."

	Date	Announcement last year
Assoc British Ports	Apr 3	Final 5.5
*BAT Industs	Mar 25	Final 6.25
*BICC	Mar 26	Final 7.04
BPCC	Apr 17	Final 8.0
*BSG Intl	Apr 2	Final 0.65
*Babcock Intl	Mar 26	Final 4.3
*Barratt Developments	Mar 20	Interim 2.31
Beazer (C. M.)	Mar 26	Interim 4.0
*Bestobell	Mar 21	Final nil
Booker McConnell	Mar 26	Final 6.25
*Bowater	Apr 16	Final 5.0
Brammer	Apr 2	Final 7.5
*Brent Chems	Mar 24	Final 2.75
Bridon	Mar 28	Final 2.8
Britannia Arrow	Mar 27	Final 1.4
British Aerospace	Mar 26	Final 8.4
British Car Auction	Mar 28	Interim 1.25
Britoil	Mar 21	Final 8.2
Brixton Estate	Apr 17	Final 3.05
Brown Boveri Kent	Mar 27	Final 1.5
*Bunzl	Apr 2	Final 4.25
Burmah Oil	Apr 11	Final 7.25
Burton	Mar 27	Interim 2.5
Coates Bros	Apr 2	Final 3.2
Combined Eng Stores	Mar 25	Final 2.94
*Cookson	Apr 10	Final 8.25
Croda Intl	Mar 26	Final 4.0
*DRG	Mar 19	Final 4.5
*Delta	Mar 21	Final 2.68
Eastern Produce	Apr 2	Final 7.5
*Enterprise Oil	Mar 24	Final 5.0
Etam	Apr 17	Final 2.1
Evered	Apr 2	Final 1.6
*Exco Intl	Mar 21	Final 4.75
*Expamet Intl	Mar 18	Final 3.0
Glaxo	Apr 15	Interim 6.0
Glynwed Intl	Apr 3	Final 6.0
*Guardian Royal Exchange	Apr 2	Final 17.5
Hall (Matthew)	Apr 17	Final 6.525
Hammerson Prop	Apr 19	Final 6.5
Harris Queensway	Apr 18	Final 2.75
Hawker Siddeley	Apr 12	Final 7.7
*Hepworth Ceramic	Mar 19	Final 4.0
Hepworth (J.)	Apr 16	Interim 1.0
*Hickson Intl	Mar 24	Final 10.0
Higgs and Hill	Apr 3	Final 7.8
Home Charm	Mar 26	Final 1.75
Horizon Travel	Mar 19	Final 3.52
*IMI	Mar 24	Final 2.5
*Ibstock Johnsen	Apr 3	Final 5.5
*Kwik Save	Apr 18	Interim 1.4
Laporte Inds	Apr 18	Final 5.55
Laird	Mar 29	Final 3.2
*Legal and General	Mar 20	Final 14.0
*Lasmo	Mar 25	Final 7.7
Low (Wm)	Apr 19	Interim 4.0
*Lucas Inds	Mar 26	Interim 2.6
*Metal Closures	Mar 26	Final 4.5
NEI	Apr 17	Final 3.6
Ocean Transport	Mar 27	Final 3.35
*Octopus Publishing	Mar 20	Final 7.2
*Paterson Zochonis	Mar 18	Interim 1.55
Pentland	Apr 15	Final 2.1
Pearson	Apr 2	Final 11.0
P & O	Mar 26	Final due
*Prudential	Mar 25	Final 15.0
RMC	Apr 17	Final 8.6
*Reckitt and Colman	Apr 3	Final 8.8
Rio Tinto Zinc	Apr 17	Final 13.5
Rockware	Mar 21	Final nil
*Rugby Portland Cement	Apr 7	Final 3.3
*Slough Ests	Apr 1	Final 3.0
Smiths Inds	Apr 10	Interim 1.5
*Smith and Nephew	Mar 20	Final 3.15
Staffs Potts	Mar 26	Interim 1.0
Standard Chartered	Mar 26	Final 19.0
*Steetley	Mar 24	Final 7.5
*Stockley	Mar 19	Final due
*Sun Alliance	Apr 2	Final 9.75
*Suter	Mar 17	Final 2.3
Taylor Woodrow	Apr 16	Final 11.0
Travis and Arnold	Apr 15	Final 5.97
*Tricentrol	Mar 26	Final 6.0
*Turner and Newall	Mar 20	Final 1.5
*United Newspapers	Mar 25	Final 9.0
Ward White	Apr 18	Final 4.0
*Weir	Apr 3	Final 2.125
Willis Faber	Mar 20	Final 8.5
Woolworth	Mar 29	Final due

* Board meeting intimated. † Rights issue since made. ‡ Tax free. § Scrip issue since made. ¶ Forecast.

Granville & Co. Limited

Member of The National Association of Security Dealers and Investment Managers

8 Lovat Lane London EC3R 8BP — Telephone 01-621 1212

Over-the-Counter Market

Capitalisatn. £000's	Company	Price	Change on week	Gross div.(p)	Yield %	P/E Actual	P/E Fully taxed
4,566	Ass. Brit. Ind. Ord.	134	+2	7.3	5.4	8.2	7.7
—	Ass. Brit. Ind. CULS	139	+2	10.0	7.2	—	—
4,110	Airsprung Group	71	+1	6.4	9.0	11.8	18.4
875	Armitage and Rhodes	35	+1	4.3	12.3	4.3	6.2
88,581	Bardon Hill	173	—	4.0	2.3	21.9	22.8
3,083	Bray Technologies	56	—	3.9	7.0	6.8	7.9
483	CCL Ordinary	138	—	12.0	8.7	3.4	3.2
1,238	CCL 11pc Conv. Pref.	99	—	15.7	15.9	—	—
8,399	Carborundum Ord.	140	+4	4.9	3.5	6.9	10.8
637	Carborundum 7.5pc Pf.	91	—	10.7	11.8	—	—
4,461	Deborah Services	57xd	—	7.0	12.3	5.9	7.8
3,323	Frederick Parker Group	23	+1	—	—	—	—
1,937	George Blair	105	+5	—	—	4.3	7.8
2,559	Ind. Precision Castings	63	−2	3.0	4.8	16.6	13.9
13,144	Isis Group	165	+2	15.0	9.1	12.7	19.0
6,749	Jackson Group	120	+2	5.5	4.6	8.1	8.1
48,045	James Burrough	344	—	15.0	4.4	10.9	10.9
3,282	James Burrough 9pc Pf.	94xd	—	12.9	13.7	—	—
6,505	John Howard and Co.	63	−2	5.0	7.9	6.0	7.9
36,363	Minihouse Holding NV	1130	+170	6.8	0.6	49.3	48.9
663	Robert Jenkins	67	+2	—	—	8.7	19.1
1,800	Scruttons "A"	30	—	—	—	—	7.7
1,684	Torday and Carlisle	69	—	5.0	7.2	3.5	6.3
1,486	Trevian Holdings	330	—	7.9	2.4	6.9	9.1
8,007	Unilock Holdings	51	−2	2.1	4.1	13.9	13.6
17,690	Walter Alexander	138	—	8.6	6.2	7.8	9.5
4,668	W. S. Yeates	200	—	17.4	8.7	5.7	9.8

Bryant
construction
021-704 5111
SOLIHULL
BRACKNELL

CONSTRUCTION

North Sea production deck order

PRESS OFFSHORE, Tyneside, has been awarded a contract to build the main production deck for the Conoco operated "V" fields project in the southern UK sector of the North Sea. The award was made following government approval for Conoco (UK) and its partners to proceed with the development of three new gas fields —Vulcan, Vanguard and South Valiant—together with a major new gas gathering system.

The Press Offshore contract is worth about £13m and the production deck will be constructed at the company's Howden Yard at Wallsend, Newcastle. The deck is an integrated structure of about 4,000 tonnes and includes a 54 metre high vent stack which will be installed before the deck leaves the yard.

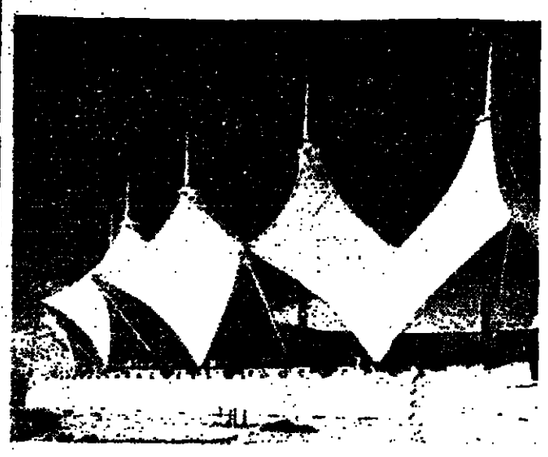
The new contract will both secure existing jobs at Press Offshore and provide additional employment. At peak periods, more than 300 men will be working on the production deck. Work will begin immediately and is scheduled to continue over two years.

★

An 18.6m design-and-construct contract for a dry goods distribution centre for Tesco Stores has been awarded to JOHN MOWLEM & CO, to be built on the site of Mowlem's former plant depot at Welham Green, near Hatfield. It will consist of a 250,000 sq ft warehouse with 42 loading bays. Of steel-framed construction with profiled metal sheet cladding, the whole of the floor will be at loading bay level rather than ground level and a three-storey block will be incorporated at the front of the warehouse. The work also comprises trailer and carparking facilities and access roads. Work has started for completion in October.

★

ALFRED McALPINE has been awarded a contract worth over £2.2m by the Metropolitan Borough of the Wirral for sea defence work at Wallasey. It involves demolition of about 37,000 sq metres of existing embankment facing, its reconstruction using both in situ concrete slabbing and precast concrete wave dissipation units.



Desert stadium opens soon near Riyadh

BY JOAN GRAY, CONSTRUCTION CORRESPONDENT

SAUDI ARABIA'S £450m King Fahd International Stadium in the desert outside Riyadh, shaped like a Bedouin tent and the height of a 20-storey building, is scheduled to open this summer.

The Olympic-sized stadium—which will seat 66,150 people—has the largest free-span, cable-tensioned architectural fabric roof structure in the world.

It will house international athletics events, and team games such as soccer, rugby and hockey, played on an automatically irrigated natural turf pitch in view of a Royal Box and sumptuously finished pavilion for 749 members of the Saudi Royal family and their entourage.

The stadium was designed by architects Ian Fraser, John Roberts and Partners and built by the UK's Bovis International and the West German Philipp Holzmann.

The computer design of the roof was carried out by New York consultants Geiger Berger and Associates, and the specialist roofing work was carried out by the US Chemical Fabrics Corporation—Birdair Structures.

The roof is made of 48 outer and 48 inner panels of a 1mm thick Teflon-coated glass-fibre, fabric, already used for simpler-shaped and smaller sports stadia in the US, but never before in a structure of this size and complexity.

"But there was no problem building the structure," said Mr Ian Fraser of Ian Fraser, John Roberts and Partners. "We wanted a shape that would give us the feeling of a Bedouin tent and this fabric gave us the solution.

The entire structure was designed and tested using first computer simulations and then a wind tunnel to replicate the savage desert winds which meant that all the roof panels had to be lifted early in the morning — between 4 am and 5 am — before the wind started to rise.

The fabric roof provides shade for spectators, and allows natural air movement so that the temperature inside the stadium is 15 degrees C lower than the outside.

When finished, the stadium will have taken three-and-a-half years to build.

The total cost of £450m will have meant direct exports worth £100m to the UK — but Mr Mohammed Al Yahya, of the sponsoring ministry, the General Presidency of Youth Welfare, suggested that the current economic climate could make it difficult to contemplate more projects on this scale.

First services on M25

Work starts today on construction of the first passenger service area on London's orbital M25 motorway at Junction 23, the A1(M) interchange at South Mimms, Herts, under a £6m design-and-onstruct contract awarded to KYLE STEWART.

The 18-acre site will feature a 4,000 sq metres amenities building, which includes a 450-seat "Welcome Break" self-service restaurant, a fast-food bar and a takeaway food bar; shops and an executive office suite for travelling businessmen. Developers are Imperial Leisure and Retailing, a subsidiary of the Imperial Group, and BP Oil as a joint venture.

Included in the project are a landscaped picnic area, tourist information centre, a 19-pump petrol station, and parking space for 700 cars and 35 coaches.

Construction of the petrol station will be completed later this year, and the amenities building will be completed in the spring of 1987. When fully operational in August 1987, the service areas is expected to provide 250 jobs, with staff to be recruited locally.

The week's business in Parliament

TODAY

Commons: Progress on remaining stages of the Gas Bill.

Lords: Museum of London Bill, Third Reading. Latent Damage Bill, Second Reading. Local Government (Temporary Provisions) (Northern Ireland) Order 1986, Motion for approval. Unstarred question on whether the Government approves of the closed shop in the sale of overseas holidays where this cannot be provided exclusively for the benefit of the consumer.

Select Committee: Public Accounts — Subject: International collaborative projects; major projects statements 1984. Witness: Mr P. K. Levene, Chief of Defence Procurement (Room 16, 4.45 pm).

TOMORROW

Commons: Budget statement. Motion on the Housing Support Grant (Scotland) Variation (No 2) Order. Debate on a motion on the second report of the Privileges Committee 1984-85 Opposed Private business at 7 pm.

Lords: Marriage (Wales) Bill, Third Reading. Law Reform (Parent and Child) (Scotland) Bill, Committee. Local Government Bill, Third Reading. Motions on legal aid, advice and assistance orders.

WEDNESDAY

Commons: Budget debate.

Lords: Debate on the needs of voluntary organisations following the abolition of the GLC and metropolitan authorities. Unstarred question on promotion of employee involvement.

Select Committees: Armed Force Bill—Subject: To be announced (Room 17, 10.45 am). Defence—Subject: Defence implications of the future of Westland Plc. Witness: William Paul, President and Chief Executive, United Technologies Corporation (Room 15, 10.45 am). Trade and Industry—Subject: Westland Plc. Witnesses: British Aerospace representatives: Mr A. E. Bristow (Room 16, 10.45 am). Energy—Subject: Coal Industry. Witnesses: Lord Marshall of Goring and officials from the CEGB (Room 8 11 am). Social Services—Subject: Prison medical services. Witness: DHSS officials (Room 21, 4.15 pm). Transport—Subject: Financing of rail services. Witness: Department of Transport officials (Room 17, 4.15 pm). Trade and Industry—Subject: Westland Plc. Witness: Rt Hon Paul Channon, MP, Trade and Industry Secretary (Room 15, 4.45 pm).

THURSDAY

Commons: Budget debate.

Lords: Peterhead Harbours (South Bay Development) Order Confirmation Bill, Report. Appropriation (Northern Ireland) Order 1986, Motion for approval. Human Rights and Fundamental Freedoms Bill, Committee. Industrial Training Bill, Second Reading. Museums and Galleries (Prohibition of Admission Charges) Bill, Committee.

FRIDAY

Commons: Private members motions.

NOTICE TO HOLDERS OF

MITSUI REAL ESTATE DEVELOPMENT CO., LTD.

(Mitsui Fudosan Kabushiki Kaisha)

6 Per Cent Convertible Bonds Due 1992

and

7¾ Per Cent Convertible Bonds Due 1996

Pursuant to Clause 7(B) and (C) of the Trust Deed dated 21st September, 1977 and pursuant to Clause 7(B) and (C) of the Trust Deed dated 12th December, 1980 under which the above Bonds were issued, notice is hereby given as follows:

1. On March 12, 1986 the Board of Directors of the Company resolved to make a free distribution of shares of its Common Stock to shareholders of record as of March 31, 1986 in Japan, at the rate of 5 new shares for each 100 shares held.

2. Accordingly, the conversion price of the Bonds will be adjusted effective as of April 1, 1986, Japan Time, as follows:

(A) 6 per cent Convertible Bonds due 1992
Before Adjustment: Yen 491.30
After Adjustment: Yen 462.20
(B) 7¾ per cent Convertible Bonds due 1996
Before Adjustment: Yen 470.50
After Adjustment: Yen 443.10

MITSUI REAL ESTATE DEVELOPMENT CO., LTD.
By The Bank of Tokyo Trust Company *as Trustee*

Dated: March 17, 1986

THIS NOTICE DOES NOT CONSTITUTE AN OFFER FOR SALE AND THE STOCK DESCRIBED BELOW IS NOT AVAILABLE FOR PURCHASE DIRECT FROM THE BANK OF ENGLAND. OFFICIAL DEALINGS IN THE STOCK ON THE STOCK EXCHANGE ARE EXPECTED TO COMMENCE ON MONDAY, 17th MARCH 1986

PARTICULARS OF AN ISSUE OF £1,000,000,000

9 per cent CONVERSION STOCK, 2000

SCHEDULE OF PAYMENTS:

Amount paid on issue	£25.00 per cent
Amount payable on Monday, 12th May 1986	£25.00 per cent
Amount payable on Monday, 16th June 1986	£46.25 per cent

INTEREST PAYABLE HALF-YEARLY ON 3RD MARCH AND 3RD SEPTEMBER

This Stock is an investment falling within Part II of the First Schedule to the Trustee Investments Act 1961. Application has been made to the Council of The Stock Exchange for the Stock to be admitted to the Official List

The whole of the Stock has been issued to the Bank of England on 14th March 1986 at a price of £96.25 per cent. The amount paid on issue was £25.00 per cent, the amount payable on 12th May 1986 will be £25.00 per cent and the amount payable on 16th June 1986 will be £46.25 per cent.
The principal of and interest on the Stock will be a charge on the National Loans Fund, with recourse to the Consolidated Fund of the United Kingdom.
The Stock will be repaid at par on 3rd March 2000.
The Stock will be registered at the Bank of England or at the Bank of Ireland, Belfast, and will be transferable, in multiples of one penny, by instrument in writing in accordance with the Stock Transfer Act 1963. Stock registered at the Bank of England held for the account of members of the Central Gilts Office Service will also be transferable, in multiples of one penny, by exempt transfer in accordance with the Stock Transfer Act 1982 and the relevant subordinate legislation. Transfers will be free of stamp duty.
Interest will be payable half-yearly on 3rd March and 3rd September. Income tax will be deducted from payments of more than £5 per annum. Interest warrants will be transmitted by post. The first interest payment will be made on 3rd September 1986 at the rate of £2.7742 per £100 of the Stock.
Stock of this issue and the interest payable thereon will be exempt from all United Kingdom taxation, present or future, so long as it is shown that the Stock is in the beneficial ownership of persons who are neither domiciled nor ordinarily resident in the United Kingdom of Great Britain and Northern Ireland.
Further, the interest payable on Stock of this issue will be exempt from United Kingdom income tax, present or future, so long as it is shown that the Stock is in the beneficial ownership of persons who are not ordinarily resident in the United Kingdom of Great Britain and Northern Ireland.
For the purposes of the preceding paragraphs, persons are not ordinarily resident in the United Kingdom if they are regarded as not ordinarily resident for the purposes of United Kingdom income tax.
Applications for exemption from United Kingdom income tax should be made in such form as may be required by the Commissioners of Inland Revenue.
These exemptions will not entitle a person to claim repayment of tax deducted from interest unless the claim to such repayment is made within the time limit provided for such claims under income tax law; under the provisions of the Taxes Management Act 1970, Section 43 (1), no such claim will be outside this time limit if it is made within six years from the date on which the interest is payable. In addition, these exemptions will not apply so as to exclude the interest from any computation for taxation purposes of the profits of any trade or business carried on in the United Kingdom. Moreover, the allowance of the exemptions is subject to the provisions of any law, present or future, of the United Kingdom directed to preventing avoidance of taxation by persons domiciled, resident, or ordinarily resident in the United Kingdom, and, in particular, the interest will not be exempt from income tax where, under any such provision, it falls to be treated for the purpose of the Income Tax Acts as income of any person resident or ordinarily resident in the United Kingdom.
Until payment in full has been made and a completed registration form submitted to the Bank of England, the Stock will be represented by letters of allotment.
Payment in full may be made at any time prior to 16th June 1986 but no discount will be allowed on such payment. Interest may be charged on a day-to-day basis on any overdue amount which may be accepted at a rate equal to the London Inter-Bank Offered Rate for seven day deposits in sterling ("LIBOR") plus 1 per cent per annum. Such rate will be determined by the Bank of England by reference to market quotations, on the due date for the relevant payment, for LIBOR obtained from such source or sources as the Bank of England shall consider appropriate. Default in due payment of any amount in respect of the Stock will render the allotment of such Stock liable to cancellation and any amount previously paid liable to forfeiture.
Letters of allotment may be split into denominations of multiples of £100 on written request received by the Bank of England, New Issues, Watling Street, London EC4M 9AA on any date not later than 12th June 1986. Such requests must be signed and must be accompanied by the letters of allotment (but a letter cannot be split if any payment is overdue).
Letters of allotment must be surrendered for registration, accompanied by a completed registration form, when the final instalment is paid, unless payment in full has been made before the due date, in which case they must be surrendered for registration not later than 16th June 1986.
Until the close of business on 30th July 1986, Stock issued in accordance with this prospectus will be known as 9 per cent Conversion Stock, 2000 "A". The interest due on 3rd September 1986 will be paid separately on holdings of the existing 9 per cent Conversion Stock, 2000 and on holdings of "A" Stock as at the close of business on 30th July 1986; consequently, interest mandates, authorities for income tax exemption and other notifications recorded in respect of holdings of existing Stock will not be applied to the payment of interest due on 3rd September 1986 on holdings of "A" Stock.
The last day for lodgement at the Bank of England of transfers for registration as "A" Stock will be 28th July 1986. After this date, for purposes of certification, the "A" Stock will not be distinguished from the existing 9 per cent Conversion Stock, 2000. From the opening of business on 31st July 1986, the "A" Stock will be amalgamated with the existing Stock.
Copies of this notice may be obtained at the Bank of England, New Issues, Watling Street, London EC4M 9AA, or at any of the Branches of the Bank of England, or at the Glasgow Agency of the Bank of England, 25 St Vincent Place, Glasgow G1 2EB; at the Bank of Ireland, Moyne Buildings, 1st Floor, 20 Callender Street, Belfast BT1 5BN; at Mullens & Co, 15 Moorgate, London EC2R 6AN; or at any office of The Stock Exchange in the United Kingdom.

Government statement

Attention is drawn to the statement issued by Her Majesty's Treasury on 29th May 1985 which explained that, in the interest of the orderly conduct of fiscal policy, neither Her Majesty's Government nor the Bank of England or their respective servants or agents undertake to disclose tax changes decided on but not yet announced, even where they may specifically affect the terms on which, or the conditions under which, this Stock is issued or sold by or on behalf of the Government or the Bank; that no responsibility can therefore be accepted for any omission to make such disclosure; and that such omission shall neither render any transaction liable to be set aside nor give rise to any claim for compensation.

BANK OF ENGLAND
LONDON
14th March 1986

WESTERN DEEP LEVELS LIMITED
(Incorporated in the Republic of South Africa)
Registration No. 57/02349/06

R120 000 000 12 PER CENT UNSECURED DEBENTURES 1986–1993 OF R1 EACH. FIRST DRAWING FOR REDEMPTION OF R15 000 000 DEBENTURES ON JUNE 27 1986

Holders of the R120 000 000 12 per cent debentures 1986-1993 issued by the company are hereby notified that the first drawing of R15 000 000 of such debentures for redemption on June 27 1986 will be held during April. The registration date for the purpose of this drawing will be Friday, April 18 1986, and the debenture registers in Johannesburg and London will be closed from April 19 to May 2 1986 both days inclusive.
The Debenture Trust Deed requires that the debentures shall be drawn in lots of not more than R100 and take place during the month of April at the offices of the company in the presence of a representative both of the trustee and the company.
On April 28 1986 the company will serve notice on those holders whose debentures have been drawn for redemption, at their registered addresses, requiring them to deliver their certificates in respect of drawn debentures to the company's transfer secretaries in Johannesburg (or the United Kingdom as the case may be) by not later than Friday, June 20 1986 for cancellation. In respect of certificates surrendered by that date the company will on June 27 1986 post to the holders at their registered addresses cheques in payment of the nominal value of debentures redeemed plus interest to June 27 1986, provided that in the case of non-residents of the Rand monetary area, payment of the nominal value of redeemed debentures will be effected from Johannesburg in Financial Rand.
The nominal value of redeemed debentures due to such non-residents in Financial Rand will be deposited to Financial Rand accounts in their respective names with authorised banks in the Republic of South Africa of their own choice, or failing any such nomination by a given date, with an authorised bank chosen by the company. The interest due to such non-residents will be paid direct to them in Commercial Rand at their registered addresses or in accordance with mandates given to the company.
In the event of only portion of a debenture holder's debentures being redeemed, the company will issue such holder with a new certificate for the balance of the debentures not redeemed.

OPTIONS ENTITLING EACH HOLDER THEREOF TO SUBSCRIBE FOR ONE ORDINARY SHARE OF R2 IN THE CAPITAL OF THE COMPANY AT A PRICE OF R60 PER SHARE

Holders of options to subscribe for a total of 2 000 000 ordinary shares in the capital of the company at R60 a share, exercisable between 1986 and 1990 inclusive, are advised that forms of application for the exercise of their options within the period May 29 to June 27 1986 will be posted to them at their registered addresses on or about Thursday, April 10 1986. Option holders wishing to exercise their options in whole or in part during this period must complete and return their forms to the company's transfer secretaries before June 27 1986, together with the relevant option certificates and subscription moneys. The latter may be tendered either in cash at R60.00 (South African currency) per ordinary share and/or in the form of such amount of debentures for redemption at par as will satisfy the amount due. Allotment of shares arising out of the exercise of options during the above period will be effected on or about June 27 1986.

By order of the board
ANGLO AMERICAN CORPORATION OF SOUTH AFRICA LIMITED
Secretaries
per: R. S. Edmunds
Divisional Secretary

Transfer Secretaries
Consolidated Share Registrars Limited
First Floor, Edura,
40 Commissioner Street
Johannesburg 2001
(P.O. Box 61051,
Marshalltown 2107)

Hill Samuel Registrars Limited
6 Greencoat Place
London SW1P 1PL

Registered Office
44 Main Street
Johannesburg 2001
(P.O. Box 61587,
Marshalltown 2107)
London Office
40 Holborn Viaduct
London EC1P 1AJ

Johannesburg
March 17 1986

To the Holders of
WARRANTS
to subscribe for shares of common stock of

SUMITOMO REALTY & DEVELOPMENT CO., LTD.

(Issued in conjunction with an issue by Sumitomo Realty & Development Co., Ltd. (the "Company") of U.S.$40,000,000 8% Guaranteed Bonds Due 1989)

NOTICE OF FREE DISTRIBUTION OF SHARES AND ADJUSTMENT OF SUBSCRIPTION PRICE

Pursuant to Clause 4(A) and (B) of the Instrument dated December 19, 1984 under which the above described Warrants were issued, you are hereby notified that a free distribution of Shares of our Company at the rate of 0.1 share for each 1 share held will be made to shareholders of record as of March 31, 1986.
As a result of such distribution, the Subscription Price at which Shares are issuable upon excercise of said Warrant will be adjusted pursuant to Condition 7 of the Warrants from 521.30 Japanese Yen per share to 473.90 Japanese Yen per share effective April 1, 1986.

SUMITOMO REALTY & DEVELOPMENT CO., LTD.

Dated: March 17, 1986

TREMCO
WEATHERPROOFING SYSTEMS FOR ROOFS
Tremco design and manufacture an innovative range of Roofing Systems for long-term weatherproofing – call 0895 440641 for details.

17th March, 1986

Notice of Annual General Meeting of Shareholders

JB∞B

DOLLAR-BAER

Julius Baer U.S. Dollar Bond Fund Ltd.

(A company incorporated in the Cayman Islands with limited liability)

NOTICE IS HEREBY GIVEN of the Annual General Meeting to be held at Julius Baer Bank and Trust Company Ltd., Butterfield House, Grand Cayman, on the 2nd day of April, 1986 at 10 a.m. for the following purposes:

1. To receive and consider and, if thought fit, adopt the accounts presented by the Directors for the year ended 31st December, 1985 and the reports of the Directors and Auditors.

2. To ratify the acts of Directors.

3. To appoint Auditors and authorize the Directors to fix the Auditors' remuneration.

By order of the Board Dollar-Baer, Julius Baer U.S. Dollar Bond Fund Ltd., P.O. Box 1100, Grand Cayman, Cayman Islands.

A shareholder entitled to attend and vote is entitled to appoint one or more proxies to attend and vote instead of him. A proxy need not also be a shareholder. Exercise of these rights in respect of bearer shares will be recognized only on presentation at the meeting of the bearer certificate or satisfactory evidence of the holding. Such evidence may be obtained by depositing the certificate with the Agent listed below against written receipt, which must be produced at the meeting. Any instrument of proxy should be delivered to the Agent not less than two business days prior to the date of the Meeting.

Copies of the Annual Report including Audited Accounts are available for inspection and may be obtained at the registered office of the Company and from the Agent listed below.

Secretary and Registrar:
Julius Baer Bank and Trust Company Ltd.
Butterfield House
P.O. Box 1100, Grand Cayman

Agent:
Bank Julius Baer & Co. Ltd.
Bahnhofstrasse 36, 8022 Zurich
Switzerland

NOTICE OF REDEMPTION

To the Holders of

WESTPAC BANKING CORPORATION

12⅞% Subordinated Bonds due 1992

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Trust Deed dated January 31, 1985, $1,000,000 principal amount of the above described Bonds has been selected for redemption on April 18, 1986 at a redemption price of 101% of the principal amount thereof, together with accrued interest to said date, as follows:

BONDS OF U.S. $5,000 EACH

34	1641	3288	4847	6470	7847	8674	10033	10875	11995	13174	14488	15836	17430	18925	19898						
149	1826	3358	4879	6549	7969	8708	10191	10952	12133	13190	14531	15847	17521	19014	19936						
264	1867	3377	5045	6875	8021	8879	10227	11051	12398	13202	14602	15974	17563	19098	19975						
548	1904	3603	5053	6891	8051	8901	10250	11264	12439	13463	14669	16105	17791	19114	19988						
622	2125	4047	5437	6897	8067	8982	10329	11349	12497	13651	14933	16201	17906	19477	19990						
691	2374	4060	5693	6922	8074	9030	10337	11415	12501	13780	15048	16401	17908	19500							
722	2380	4072	5714	7129	8203	9315	10364	11434	12545	13800	15222	16458	17990	19533							
751	2484	4126	6021	7167	8222	9406	10436	11496	12769	13828	15307	16664	18027	19564							
769	2493	4207	6050	7241	8251	9503	10495	11625	12830	14062	15395	16714	18092	19628							
1091	2626	4214	6226	7467	8292	9572	10501	11661	12895	14079	15484	16962	18236	19634							
1322	2913	4308	6279	7508	8527	9864	10729	11677	12908	14084	15507	16968	18336	19645							
1389	3069	4493	6289	7514	8561	9928	10761	11730	13034	14334	15528	17068	18374	19721							
1590	3263	4805	6307	7625	8605	9991	10825	11847	13129	14393	15680	17230	18608	19796							

On April 18, 1986, the Bonds designated above will become due and payable as aforesaid in such coin or currency of the United States of America as at the time of payment shall be legal tender for public and private debts. The said Bonds will be paid, upon presentation and surrender thereof with coupons due January 31, 1987 and subsequent attached, at the option of the holders subject to applicable laws and regulations, at the main offices of Morgan Guaranty Trust Company of New York in Brussels, Frankfurt (Main) or London, or Kredietbank S.A. Luxembourgeoise in Luxembourg, or Swiss Bank Corporation in Basle. Payments at the offices referred to above will be made by a check drawn on, or by a transfer to, a United States dollar account maintained by the payee with a bank in New York City. Any payment made by transfer to an account maintained by the payee with a bank in the United States may be subject to reporting to the United States Internal Revenue Service (IRS) and to backup withholding of 20% of the gross proceeds if payees who are not recognized as exempt recipients fail to provide the paying agent with an executed IRS Form W-8, certifying under penalties of perjury that the payee is not a United States person or an executed IRS Form W-9, certifying under penalties of perjury the payee's taxpayer identification number (employer identification number or social security number, as appropriate). Those holders who are required to provide their correct taxpayer identification number on IRS Form W-9 and who fail to do so may also be subject to a penalty of $50. Please therefore provide the appropriate certification when presenting your securities for payment.

On and after April 18, 1986 interest shall cease to accrue on the Bonds herein designated for redemption.

Dated: March 17, 1986

WESTPAC BANKING CORPORATION

NOTICE OF REDEMPTION

To the Holders of

International Bank for Reconstruction and Development

16% U.S. Dollar Notes of 1981, Due May 6, 1988

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Fiscal and Paying Agency Agreement dated as of August 25, 1981 providing for the above Notes, said Notes aggregating $20,000,000 principal amount have been selected for redemption on May 6, 1986 at the redemption price of 100% of the principal amount thereof, together with accrued interest to said date, as follows:

Outstanding Notes of $5,000 each of prefix "V" bearing the distinctive numbers ending in any of the following two digits:

10 15 16 21 23 24 26 35 37 38 40 43 46 48 51 53 65 70 71 76 77 91 94 95 99

Payment will be made upon presentation and surrender of the above Notes with coupons due May 6, 1987 and subsequent coupons attached at the main offices of any of the following: Morgan Guaranty Trust Company of New York, 30 West Broadway, New York, New York 10015; Morgan Guaranty Trust Company of New York in Brussels, Frankfurt am Main, London and Paris; Caisse d'Epargne de l'Etat in Luxembourg and Swiss Bank Corporation in Basle. Payments at the office of any paying agent outside of the United States will be made by check drawn on, or transfer to a United States dollar account with, a bank in the borough of Manhattan, City and State of New York. Any payment made by transfer to an account maintained by the payee with a bank in the United States may be subject to reporting to the United States Internal Revenue Service (IRS) and to backup withholding at a rate of 20% if payees not recognized as exempt recipients fail to provide the paying agent with an executed IRS Form W-8, certifying under penalties of perjury that the payee is not a United States person or an executed IRS Form W-9 certifying under penalties of perjury that the payee's taxpayer identification number (employer identification number or social security number, as appropriate). Those holders who are required to provide their correct taxpayer identification number on Internal Revenue Service Form W-9 and who fail to do so may also be subject to a penalty of $50. Please therefore provide the appropriate certification when presenting your securities for payment.

Coupons due May 6, 1986 should be detached and collected in the usual manner.

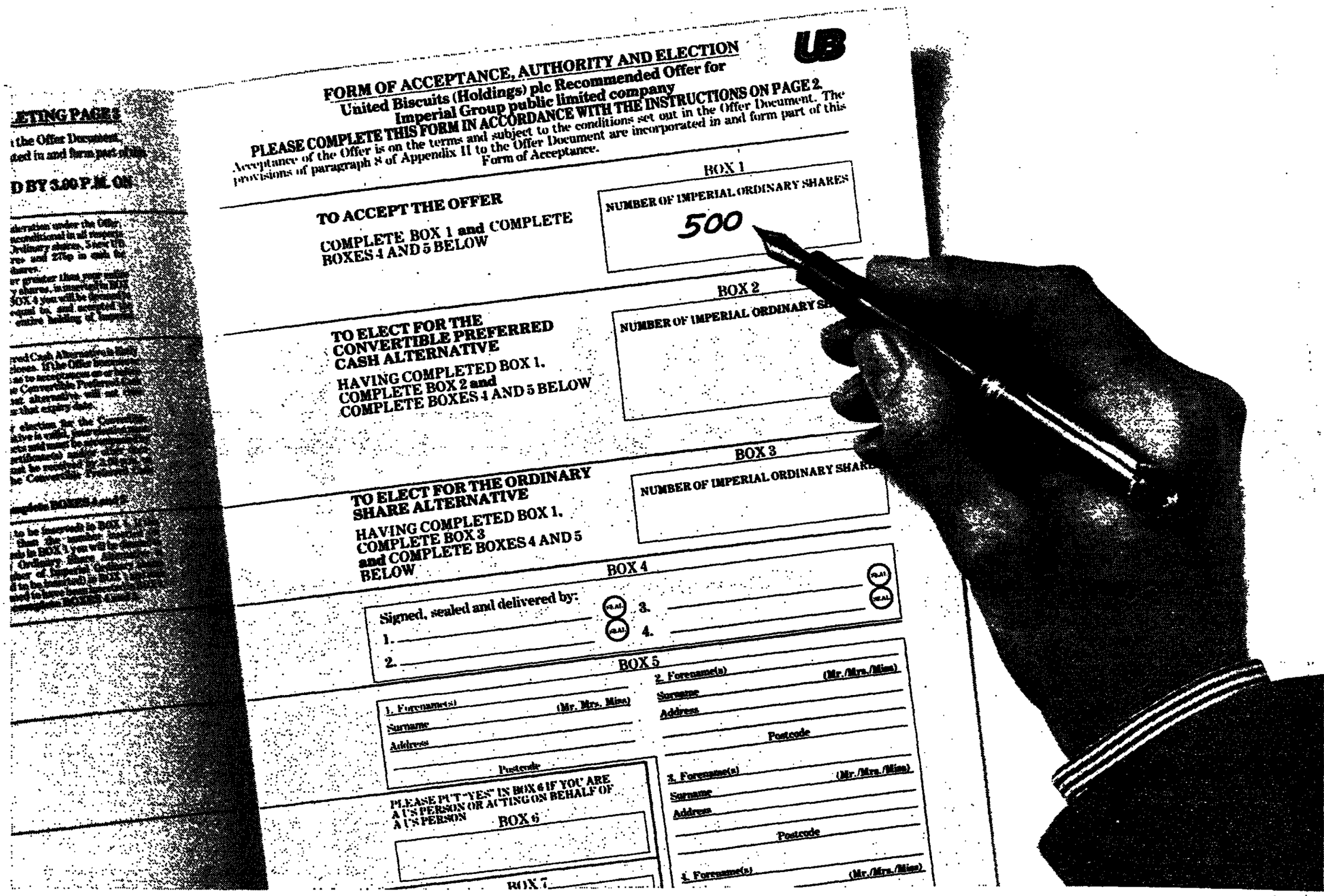
On and after May 6, 1986 interest shall cease to accrue on the Notes selected for redemption.

INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT

Dated: March 17, 1986

We, the Imperial Board, strongly recommend immediate acceptance of the United Biscuits offer.

(This is the form it should take.)



If you are an Imperial shareholder, the unanimous advice of your Board, fully supported by its financial advisers, Hambros Bank, is that you should accept the offer made by United Biscuits.

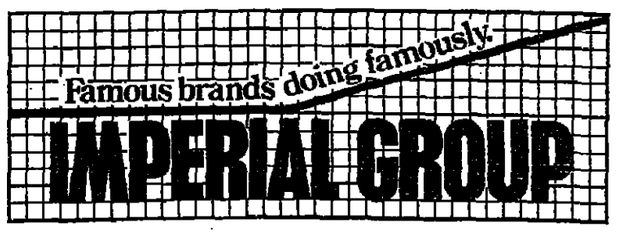
In order to do this you should complete the white United Biscuits acceptance form immediately. All forms should be returned by 3.00pm on Friday, 21st March 1986.

This is the way to "stay with Imperial."

By accepting the UB offer, you will help create a major new British group, United Imperial, which will ensure Imperial's businesses continue to prosper.

It is most important that every UB form of acceptance is despatched without delay. That is the best way of repelling the unwelcome Hanson bid.

If you need advice on how to complete the UB acceptance form, please telephone 0272-666961.



The directors of Imperial Group plc (including those who have delegated detailed supervision of this advertisement) have taken all reasonable care to ensure that the facts stated and opinions expressed are fair and accurate. The directors accept responsibility accordingly.

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INTERNATIONAL APPOINTMENTS

Citibank manager leaves for top post at Norwest

BY WILLIAM HALL IN NEW YORK

AN EXECUTIVE of Citibank of New York, Mr Richard M. Kovacevich, who is credited with turning round Citibank's unprofitable New York branch banking system, has left to head the banking group of Norwest Corporation, the mid-Western banking group.

Mr Kovacevich, aged 42, has been appointed operating officer of the banking group. In this role he will be responsible for overseeing the more than 70 local banks which are part of the Norwest empire.

Norwest, a $21bn financial services group based in Minneapolis, has had a chequered history over the last few years. Its earnings have been hit by problems on its fast-growing mortgage banking operations in 1984.

More recently it has been suffering from its heavy exposure to the hard-pressed farm sector. Last year, the group earned $107.6m, up from the depressed level of 1984 but Wall Street has remained concerned about the group's high loan loss provisions.

Early last year, the group hired Mr Lloyd P. Johnson, a vice-chairman of Security Pacific, to be chief executive.

A few months later, two of the group's three vice-chairmen resigned because they had been passed over for the top job. At the time, Mr Johnson said he was seeking a single executive to run Norwest's banks.

Mr Kovacevich is no stranger to Minneapolis. He spent seven years there with General Mills before joining Citibank in 1975. Between 1982 and last September he headed Citibank's international consumer banking operations.

Following last year's reorganisation of Citicorp's top management team, Mr Richard Braddock was chosen to head Citicorp's consumer banking operations—a job which Mr Kovacevich is said to have wanted.

New Laly head bids for peace on Kosmos

By Fay Gjester in Oslo

A CHANGE of leadership has been announced at Laly, the Norwegian shipping and investment company which has recently had difficulty raising funds for its continuing near-$100m takeover battle for Kosmos, the shipping and industrial concern. Mr Wilhelm Blystad, one of two brothers whose corporate raiding activities have attracted much publicity in Norway, is being replaced as managing director by Mr Gunnar Bretvin.

Mr Bretvin—who has been described as a heavyweight on the Norwegian financial scene—says he will try to end what he calls the war of attrition between Laly and Kosmos. Before he took over, the prolonged wrangle had pushed Laly's shares (par value NKr 50) to a record low of NKr 21. They have risen on the news of his appointment.

Mr Blystad is becoming Laly's board chairman, while the previous board chairman, Mr Morten Garman, will remain a board member and the company's legal adviser.

Capital group set up at Bank of Montreal

By Our Financial Staff

MR GEORGE E. NEAL has been appointed head of a capital markets group set up at the Bank of Montreal.

The bank is consolidating a number of capital market-related services into the new group, which comes into operation on April 1.

"Corporations and governments are seeking more effective access to global capital markets, spawning a range of new products and services," says Mr William D. Mulholland, the bank's chairman.

Mr Neal will be based in Toronto as an executive vice president and group executive. He was previously vice president and treasurer of the bank, which he joined in 1964.

He is succeeded in his previous posts by Mr Jeffrey S. Chisholm.

Chief economist post on New York Exchange

BY OUR FINANCIAL STAFF

MR ROGER M. KUBARYCH, a former official at the New York Federal Reserve Bank, and currently chief economist at the Conference Board, the US business research organisation, has been appointed senior vice president and chief economist at the New York Stock Exchange with effect from April 1. Mr Kubarych is 41.

* * *

GENERAL INSTRUMENT Corporation, the New York company with interests in electronics and related products, including cable television, has reorganised its management structure and announced the following appointments:—

Mr Rein Narma executive vice president, corporate development; Mr George E. Safiol, executive vice president operations; Mr Christopher F. Sutphin, senior vice president, components group; Mr Stephen A. Davidson, corporate vice president, personnel and organisation; and Mr Roger L. Heffernan, corporate vice president, manufacturing.

* * *

Chesebrough-Pond, the diversified US pharmaceuticals and food concern, has appointed Mr Robert Phillips to the new positions of president and chief operating officer.

The move completes a senior management reorganisation of Chesebrough-Pond following the March 1985 acquisition of the Stauffer Chemical Company.

Mr Phillips joined Chesebrough last May as executive vice president in charge of corporate development and was elected to the board in November.

Mr Ralph Ward remains chairman and chief executive officer.

* * *

INTERNATIONAL BUSINESS Machines, the world's largest maker of computer and information processing equipment, has appointed Mr C. B. Rogers, Jr, head of corporate service staffs and a member of the company's management committee.

Novo fills gap left by political appointment

By Our Financial Staff

NOVO INDUSTRI, the Danish pharmaceuticals producer, has brought back Mr Erik Sorenson to the role of vice president of marketing in the enzymes division, on an interim basis.

This follows the appointment of Mr Henning B. Dyremose, who held this position, as Secretary of Labor Affairs for Denmark, and his consequent resignation from Novo.

Mr Dyremose was responsible for the co-ordination of Novo's worldwide enzymes marketing activities and reported to Mr Sorensen, executive vice president of the enzymes division.

Mr Sorensen was formerly vice president of marketing for the enzymes division and will for a time take on these activities, in addition to those he holds as the executive vice president of the enzymes division.

Chairman of Japanese economic federation

KEIDANREN, the Japanese federation of economic organisations has announced that Mr Eishiro Saito, chairman of Nippon Steel Corporation, is to become its chairman on May 28, reports AP from Tokyo.

Mr Saito, 74, will succeed Mr Yoshihiro Inayama, who is to retire after serving for six years.

Goodman head in Watties chair

BY DAI HAYWARD IN WELLINGTON

MR PAT GOODMAN, head of the Goodman Group, New Zealand's banking and investment conglomerate, has been appointed chairman of Watties Industries, the major food processing company, of which Goodman owns 24 per cent.

Mr Goodman, previously deputy chairman of Watties and a director since 1972, succeeds Mr Wilfe Morris, chairman for the past five years, who retires under a mandatory retirement age.

Triton Fund Managers Limited

are pleased to announce the launch of

The Triton General Trust

Units are on offer today, 17th March 1986, at the initial offer price of 100p and, thereafter, weekly on Mondays at the calculated offer price.

(Minimum investment £10,000)

For details and application form contact:
Triton Fund Managers Limited,
Royal London House, Middleborough,
Colchester, Essex, CO1 1RA.
Telephone: Colchester (0206) 44155.

UK APPOINTMENTS

New chief for CIS Insurance

Mr Alan Sneddon, general manager and actuary (life) at CO-OPERATIVE INSURANCE SOCIETY, has been appointed chief general manager designate and will succeed Mr Arthur Duval on his retirement next year. Mr Sneddon joined the Society in 1961 and has been general manager in charge of the Society's life business since 1979.

*

FOOTE CONE & BELDING (ADVERTISING) has appointed Mr Robert Ballin and Mr Roger Heathcote as vice chairmen. Both are currently board account directors.

*

NEWSPAPER PUBLISHING, a company which in October will be launching a newspaper, The Independent, has appointed two non-executive directors. They are: Mr Ian Hay Davison, formerly deputy chairman and chief executive of Lloyd's, and Mr George Duncan, chairman of Lloyds Bowmaker Finance and a director of Lloyds Bank, BET and TR City of London.

*

BRONX ENGINEERING HOLDINGS has appointed Mr T. S. Kelleher, chairman of Verson International Group, as a non-executive director.

*

Sir Peter Hordern has been appointed chairman of F & C ALLIANCE INVESTMENT. Mr D. A. H. Baer has retired from the chairmanship but will continue as a director.

*

Mr John Mayfield has joined SHIPPAMS as sales and marketing director. He was with United Biscuits snacks division as head of trade marketing.

*

Mr R. J. Ward has been appointed director — market development of the CEMENT AND CONCRETE ASSOCIATION. He joined last August.

*

BRITANNIA OKASAN INTERNATIONAL INVESTMENT MANAGEMENT has appointed Mr D. S. R. Finning as managing director. He remains a director of Britannia Asset Management.

*

Mr E. L. Palmer has been appointed a director of ROYAL INSURANCE. He is chairman of the wholly-owned US subsidiary, Royal Group Inc.

Mr Robert Topple has been appointed chairman of LESLIE & GODWIN (UK). He is also chairman of Leslie & Godwin, and Frank B. Hall (Holdings). Mr Antony A. M. Pinsent and Mr Christopher J. N. Robinson have been appointed directors of Leslie & Godwin (UK).

*

From April 1 J. DAY & CO (DERBY WORKS) is reorganising its group board. Mr Sidney Day remains group chairman, Mr E. W. Tandy, group managing director becomes deputy chairman, and Mr Jeffrey Day deputy managing director becomes group managing director and chief executive. Mr Roy Dowsett is appointed to the new post of group financial director. The boards of the subsidiary companies Davu Wire & Cables, Braidex, and Dadex, are also changed with Mr Sidney Day and Mr Tandy becoming joint chairman and Mr Jeffrey Day succeeding Mr Tandy as deputy chairman in all the companies.

*

STC has appointed Lord Rawlinson of Ewell to the board.

*

Mr Graham C. Greene has been appointed chairman of THE GREAT BRITAIN — CHINA CENTRE in succession to Sir Denis Hamilton.

*

ISTEL has appointed Mr Alastair McGill as general manager of its motor trades group. He joined in 1985, and was previously distribution and systems director of Texas Homecare.

*

Mr James Millen has been appointed to the board of THE EXTEL CONSULTANCY. He is a director of the financial public relations division of the company.

*

Mr Bruno Meier, senior vice-president of UNION BANK OF SWITZERLAND, will become chief executive of the London branch on April 2. He succeeds Mr Ernst Tangemann who has been with the branch since its establishment in 1967.

CITICORP OVERSEAS FINANCE CORPORATION N.V.

(Incorporated with limited liability in the Netherlands Antilles)

U.S.$100,000,000 Guaranteed Retractable Notes due 1992

Unconditionally guaranteed by

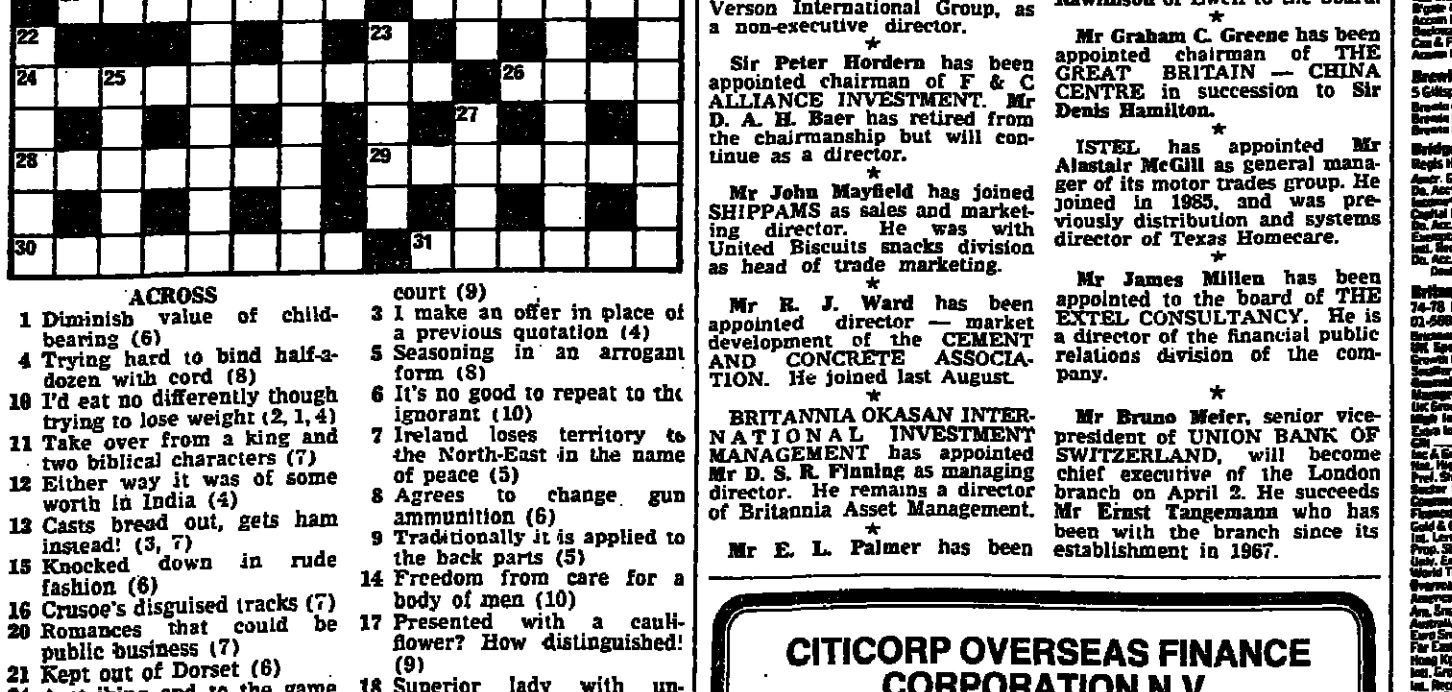
CITICORP

Notice is hereby given that pursuant to Condition 2 (b) (ii) of the Notes, the new Rate of Interest for the period April 15, 1986 to April 14, 1988 will be fixed by the Company and notice of the new Rate of Interest will be published on March 25, 1986.

By: Citibank, N.A. (CSSI Dept.), Agent Bank
March 17, 1986, London

CITIBANK

F.T. CROSSWORD PUZZLE No. 5,974



ACROSS

1 Diminish value of child-bearing (6)
4 Trying hard to bind half-a-dozen with cord (8)
10 I'd eat no differently though trying to lose weight (2, 1, 4)
11 Take over from a king and two biblical characters (7)
12 Either way it was of some worth in India (4)
13 Casts bread out, gets ham instead! (3, 7)
15 Knocked down in rude fashion (6)
16 Crusoe's disguised tracks (7)
20 Romances that could be public business (7)
21 Kept out of Dorset (6)
24 A striking end to the game (5-5)
26 Mother, I'm seriously hurt! (4)
28 One needs pluck to play it (7)
29 A flash of brilliance (7)
30 It's a tree used in a composition (8)
31 Has it a piercing eye? Just the opposite (6)

DOWN

1 Dilatory sort of hero-worship (8)
2 Simple enough difference of opinion, but he goes to court (9)
3 I make an offer in place of a previous quotation (4)
5 Seasoning in an arrogant form (8)
6 It's no good to repeat to the ignorant (10)
7 Ireland loses territory to the North-East in the name of peace (5)
8 Agrees to change gun ammunition (6)
9 Traditionally it is applied to the back parts (5)
14 Freedom from care for a body of men (10)
17 Presented with a cauliflower? How distinguished! (9)
18 Superior lady with unmarried sisters in her care (8)
19 A bed made badly by George Eliot (4, 4)
22 Come to a hill (6)
23 They secure the normal shipping rates (5)
25 Armistice for brief uprising over the East (5)
27 A measure of concealment (4)

The solution to last Saturday's prize puzzle will be published with names of winners next Saturday.

FT UNIT TRUST INFORMATION SERVICE

AUTHORISED UNIT TRUSTS

Abbey Unit Tst. Mngrs. (a) — 80 Holdenhurst Rd, Bournemouth — 0345 717373

Allied Dunbar Unit Trusts PLC (a)(g) — Allied Dunbar Centre, Swindon, SN1 1EL — (0793) 610366 & 28291

Anthony Wieler Unit Tst. Mgmt. Ltd — 19 Widegate St, London E1 7HP — 01-377 1010

Arbuthnot Securities Ltd (a)(c) — 131 Finsbury Pavement, EC2A 1AY — 01-628 9876

Archway Unit Tst. Mgs. Ltd(a)(c) — 31 Sun Street, London EC2M 2QP — 0708 45322

Arkwright Management — 1 King St, Manchester M60 3AH — 061-834 2332

Atlanta Unit Managers Ltd — 4b Moorgate, London EC1R 6EL — 01-638 1711

Baillie Gifford & Co Ltd — 3 Glenfinlas St, Edinburgh — 031-226 6066

Baltic Trust Managers Ltd — 25/26 Albemarle St, London W1X 4AD — 01-491 0295

Barclays Unicorn Ltd(a)(c)(g) — Unicorn Ho. 252 Romford Rd, E7 — 01-534 5544

Baring Fund Managers Ltd — PO Box 156, Beckenham, Kent BR3 4XQ — 01-658 9002

Barrington Mgmt Co Ltd (z) — 59 Gresham St, London EC2P 2DS — 01-606 4433

Bishopsgate Progressive Mgmt. Co — 15 St James' Place, London SW1A 1NW — 01-493 8111

Brewin Dolphin Unit Tst Mngrs Ltd — 5 Giltspur St, London EC1A 9DE — 01-248 4400

Bridge Fund Managers (a)(c) — Regis House, King William St, EC4 — 01-623 4951

Britannia Unit Trust Managers Ltd. (a)(c)(g) — 74-78 Finsbury Pavement, London EC2A 1JD — 01-588 2777 — Dealing: 01-638 0478/0479

Brown Shipley & Co Ltd (a)(g) — 9-17 Perrymount Rd, Haywards Hth — 0444 458144

Brycourt Unit Trust Mgmt Ltd(a)(c)(d) — Hesketh Hse, Portman Sq, W1H 0JR — 01-935 6302

Buckmaster Management Co Ltd (a) (c) — The Stock Exchange, London EC2P 2JT — 01-588 2868

CS Fund Managers Limited — 125 High Holborn, London WC1V 6PY — 01-242 1148

Canada Life Unit Trust Mngrs. Ltd — 2-6 High St, Potters Bar, Herts — P Bar 51122

Cannon Fund Managers Ltd (z) — 1 Olympic Way, Wembley, HA9 0NB — 01-902 8876

Capel (James) Mngt. Ltd — 100 Old Broad St, EC2N 1BQ — 01-621 0011

Cater Allen Unit Tst Managers — 1 King William St, EC4N 7AU — 01-623 6314

Cent. Bd. of Fin. of Church of England‡‡ — 77 London Wall, London EC2N 1DB — 01-588 1815

Charinco Charities N/R Fund‡‡ — 15 Moorgate, London, EC2 — 01-638 4121

Charities Official Invest. Fund‡‡ — 77 London Wall, London EC2N 1DB — 01-588 1815

Clerical Medical Unit Trust Managers Ltd — Narrow Plain, Bristol BS2 0JH — (0272) 277719

Confederation Funds Mngt Ltd (a) — 50 Chancery Lane, WC2A 1HE — 01-242 0282

County Bank UT Ltd — 161 Cheapside, London EC2V 6EU — 01-726 1999

Crown Unit Trust Services Ltd — Crown House, Woking GU21 1XW — 04862 24933

Dartington Unit Trust Mngt. Ltd — Dartington, Totnes, Devon TQ9 6JE — 0803 862271

Discretionary Unit Fund Managers — 36/38 New Broad St, EC2M 1NU — 01-638 4485

Drummond Fund Mangt Ltd — Regis House, King William St, EC4A 9AR — 01-623 4951

Dunedin Unit Tst Mngrs Ltd — 3 Charlotte Sq, Edinburgh EH2 4DS — 031-225 4571

EBC Amro Unit Trust Managers Ltd — 10 Devonshire Sq, London EC2M 4HS — 01-621 0101. Dealing 01-626 0181

EFM Unit Trust Managers Ltd — 4 Melville Crescent, Edinburgh — 031-226 3492

Eagle Star Unit Mngrs Ltd — Bath Road, Cheltenham GL53 7LQ — 0242 521311

The English Trust Group PLC — 4 Fore Street, London, EC2 — 01-920 9120

Enterprise Fund Managers Ltd — 2 St Mary Axe, London EC3A 8BP — 01-623 1212

Equitable Units Administration Ltd — 35 Fountain St, Manchester M2 2AF — 061-236 5685

Equity & Law Un. Tr. M. (a) (c) — St Georges Hse, Corporation St, Coventry — 0203 553231

F & C Unit Management — 1 Laurence Pountney Hill, EC4R 0BA — 01-623 4680

FS Investment Managers Ltd — 190 West George St, Glasgow — 041-332 6462

Fidelity International Management Ltd — River Walk, Tonbridge TN9 1DY — 0732 361144

Robert Fleming & Co Ltd — 8 Crosby Sq, London EC3A 6AN — 01-638 5858

Framlington Group (a) — 3 London Wall Bldgs, EC2M 5NQ — 01-628 5181

Robert Fraser Trust Mgt. Ltd — 29 Albemarle St, London W1 — 01-493 3211

Friends Prov. Trust Managers (a)(b)(c) — Pixham End, Dorking — Tel: 0306 885055

Funds in Court* — Public Trustee, Kingsway, WC2 — 01-405 4300

G. & A. Trust (a) (g) — 5 Rayleigh Road, Brentwood — 0277 227300

GT Unit Managers Ltd — 8th Floor, 8 Devonshire Sq, London EC2M 4YJ — 01-283 2575 — Dealing: 01-626 9431

Gartmore Fund Managers (a) (c) (g) — 2 St Mary Axe, London EC3A 8BP — 01-623 1212

Global Asset Management — GAM Sterling Management Ltd — 12 St James's Place, London SW1 — 01-493 9990

Govett (John) Unit Mngt. Ltd — Winchester House, 77 London Wall, EC2 — 01-588 5620

Granville Unit Tst Mngmt Ltd — 8 Lovat Lane, London EC3 8DT — 01-621 1212

Gresham Unit Trust Managers — 9-17 Perrymount Rd, Haywards Heath — 0444 416581-2

Grofund Managers Limited — Pinners Hall, 8/9 Austin Friars, EC2N 2AE — 01-588 5317

Guardian Royal Ex. Unit Mgrs. Ltd (a) — Royal Exchange, London EC3V 3LS — 01-688 9903

Guild Management Limited — 12a Finsbury Sq, London EC2A 1LT — 01-628 6050

Guinness Mahon Unit Trust Managers Ltd — PO Box 442, 32 St Mary-at-Hill, EC3 — 01-623 9333

Hambro Generali Fund Managers Ltd (g) — Premier U.T. Admin., 5, Rayleigh Rd, Hutton, Brentwood, Essex — 0277 217916

Hambros Bank Unit Trust Managers Ltd (g) — Premier UT Admin, 5 Rayleigh Rd, Hutton, Brentwood, Essex — 0277 217916

Henderson Administration (a) (b) (c) — Premier UT Admin., 5 Rayleigh Road, Hutton, Brentwood, Essex — 0277 217238

Heritable Unit Trust Managers Ltd — 52 Berkeley Square, London W1X 6EH — 01-493 6621

Hesmoss Unit Trust Managers Ltd — 30 Friar St, Reading, Berks — 0734 595511

Hexagon Services Ltd — 28 Western Rd, Romford RM1 3LB — 0708 45322

Hill Samuel Unit Tst. Mgrs.† (a) — NLA Tower Addiscombe Road, Croydon — 01-686 4355

IBI Fund Managers Ltd (a) — 32 Queen Anne's Gate, London SW1H 9AB — 01-222 1000

Key Fund Managers Ltd (a)(g) — 35 Fountain St, Manchester M2 2AF — 061-236 5685

Kleinwort Benson Unit Managers — 20 Fenchurch St, London EC3 — 01-623 8000

LAS Unit Trust Managers Ltd — 93 George St, Edinburgh EH2 3JL — 031-225 4988

L & C Unit Trust Management Ltd — Percy House, Copthall Ave, EC2R 7BE — 01-588 2800

Laurentian Unit Tst Mngmnt Ltd — Imperial Life Hse, London Rd, Guildford — 0483 503649

Lawson Fund Managers Ltd (a) (c) (g) — 43 Charlotte Sq, Edinburgh EH2 — 031-225 6001

Lazard Brothers & Co Ltd — 21 Moorfields, London EC2P 2HT — 01-588 2721

Legal & General (Unit Tst. Mngrs.) Ltd — 5 Rayleigh Rd, Brentwood — 0277 234634

Leonine Administration Ltd — 20 Copthall Ave, London EC2R 7JS — 01-600 7595

Lloyds Bk. Unit Tst. Mngrs. Ltd (a) — Registrar's Dept, Goring-by-Sea, Worthing, W Sussex — 0903 502541 — Dealing 0444 459144

Lloyd's Life Unit Tst. Mngrs. Ltd — 2 St Mary Axe, EC3A 8BP — 01-920 0311

Local Authorities' Mutual Invest. Tst.* — 77 London Wall, London EC2N 1DB — 01-588 1815

London & Manchester (Tst Mgmt) Ltd — Winslade Park, Exeter EX5 1DS — 0392 215347

London Law Unit Trust Mngt. Ltd — Bailey House, Old Seacoal Lane, EC4 — 01-236 6105

M & G Group (y)(c)(z) — Three Quays, Tower Hill, EC3R 6BQ — 01-626 4588

MGM Unit Managers Ltd — MGM House, Heene Rd, Worthing — 01-623 8211

MLA Unit Trust Management — 99-100 Sandling Rd, Maidstone — 0622 674751

ManuLife Management Ltd — St George's Way, Stevenage — 0438 356101

Mayflower Management Co Ltd — 14-18 Gresham St, London EC2V 7AU — 01-606 8099

Mencap Unit Trust Mngrs Ltd (a)(c)(g) — Unicorn Hse, 252 Romford Rd, E7 — 01-534 5544

Mercury Fund Managers Ltd — 33 King William St, EC4R 9AS — 01-280 2860

Midland Bank Group UT Mngrs. Ltd — Courtwood House, Silver St, Head, Sheffield S1 3RD — Tel. 0742 79842

MIM Unit Tst Mgrs Ltd — 11 Devonshire Square, London EC2M 4YR — 01-626 3434 — Dealing 01-623 4273

Minster Fund Managers Ltd — Minster House, Arthur St, EC4R 9BH — 01-623 1050

Murray Johnstone UT Mgmt. (a) — 163 Hope Street, Glasgow G2 2UH — 041-221 9252

NFU Mutual Unit Managers Ltd — 35 Fountain St, Manchester M2 2AF — 061-236 5685

National Provident Inv Mgrs Ltd — 48 Gracechurch St, EC3P 3HH — 01-623 4200

Norwich Union Insurance Group (b) — PO Box 4, Norwich NR1 3NG — 0603 622200

Octavian Unit Trust Mgrs Ltd — 84 Fenchurch St, London EC3M 4BY — 01-265 0371

CONTINUED OVERLEAF

AUTHORISED UNIT TRUSTS & INSURANCES

Oppenheimer Fund Mngt Ltd
66 Cannon St, London EC4N 6AE — Dlg 01-236 3885

International Growth	140.9	140.1	+0.3 0.90
Income & Growth	60.7	65.0	+0.4 3.20
Special Situations	77.4	82.8	+0.3 4.40
American Growth	33.1	35.5	+0.3 0.70
Japan Growth	47.3	50.5	+0.6 0.00
European Growth	66.7	68.7	+0.4 2.30
UK Growth	52.7	56.4	+0.6 0.80
Pacific Growth	39.9	42.7	−0.2 0.10
High Income	30.5	32.7	−0.1 8.40
Practical Income Units	49.3	52.5	−0.3 2.90
Practical Income Units	49.2	54.9	2.30

Pearl Trust Managers Ltd (a)(g)
252 High Holborn, WC1V 7EB — 01-405 8441

Pearl Growth Fd	95.9	91.4	+0.4 2.45
Accum Unit	136.9	135.0	+0.5 2.42
Pearl Inc	115.4	122.8	+0.9 4.10
Pearl Unit Tst	132.2	140.0	+0.6 3.20
(Accum Units)	209.2	222.9	+1.4 3.20
Pearl Intl Equity	117.7	125.3	+0.3 1.67
(Accum Units)	117.7	125.3	+0.3 1.67

Perpetual Unit Trust Magmt. (a)
48 High Street, Henley on Thames — 0491 576868

International Growth	254.8	273.4	+2.5 1.12
Income	184.0	197.1	+1.0 5.01
Worldwide Recovery	142.9	153.4	+1.0 1.88
American Growth	69.2	74.3	−0.3 0.95
Intl Emerging Cos	77.8	83.5	+0.3 0.61
Far East Growth Fd	60.1	65.8	+1.3 1.06
European Growth Fd	54.1	58.1	+0.7 2.0

Prolific Unit Trusts
222 Bishopsgate, London EC2 — 01-247 7546

Prolific American Inc	50.7	50.7	−0.3 4.85
Prolific Far East	134.9	145.0	+1.4 2.75
Prolific Extra Inc	79.4	85.2	−0.6 5.02
Prolific Growth & Gilt	63.5	68.1	+0.3 5.32
Prolific High Inc	171.0	181.9	+0.8 4.07
Prolific Intl	102.0	109.7	+0.2 1.36
Prolific N Amer	138.6	149.0	−1.5 2.08
Prolific Spec Sit	191.8	203.0	+1.1 1.48
Prolific Technology	113.6	122.3	−0.1 0.54

Providence Capital Fd. Mgrs. Ltd
30 Uxbridge Road, London W12 8PG — 01-749 9111

Japan Inc	64.2	68.3	+0.9 0.00
Japan Acc	64.3	68.3	+0.9 0.00
Worldwide Inc	64.8	69.0	+0.2 1.41
Worldwide Acc	66.7	69.9	+0.3 1.41
European Tr Inc	81.1	86.3	+0.5 0.62
European Tr Acc	81.4	86.6	+0.5 0.62
North American Inc	57.0	60.7	−0.6 1.41
North American Acc	57.8	61.9	−0.6 1.41
UK Equity Inc	63.4	67.5	+0.4 2.67
UK Equity Acc	65.0	69.2	+0.4 2.67

Provident Mutual Unit Trust Managers Ltd.
25-31 Moorgate, London, EC2R 6BA — 01-588 3463

PM Equity Growth	67.6	61.4	−0.1 0.60
PM Income and Growth	56.2	60.2	−0.3 5.60

Prudential Unit Trust Mngrs Ltd (a) (b) (c)
51 Gresham Street, London EC2V 7HQ — 01-606 7030

American Fund	218.4	232.6	−0.6 2.18
(Accum Units)	248.3	264.2	−0.9 2.18
(Withdrawal Units)	158.1	168.4	−0.6 2.18
Australian Fund	112.5	119.8	−0.3 0.96
(Accum Units)	113.7	121.1	−0.3 0.96
British Fund	547.5	583.1	+0.8 4.15
(Accum Units)	737.6	785.4	+1.0 4.15
European Fund	256.8	244.2	+2.4 0.87
(Accum Units)	266.2	283.5	+2.7 0.87
Japan Fund	251.5	267.8	+2.8 0.38
(Accum Units)	252.3	268.6	+2.8 0.38
Smlrs PPP	146.6	156.0	

Sun Alliance Fund Management Ltd
Sun Alliance House, Horsham — 0403 56293

Equity Fd	380.7	408.1	+0.2 2.04
North America	56.1	59.6	−0.3 1.80
Far East	62.0	65.9	+0.5 0.89

Sun Life Trust Mgmt. Ltd
107 Cheapside, London EC2V 6DU — 01-606 6010

American Growth Acc	30.2	32.2	1.60
American Income Acc	29.7	31.6	−0.1 3.90
American Income Inc	29.6	31.2	+0.2 4.00
European Growth Acc	46.3	49.3	+0.5 1.80
Far East Growth Acc	34.5	36.7	+0.5 0.70
Int. Growth Acc	31.3	33.3	+0.2 0.8
Japan Growth Acc	44.4	46.3	+0.7 0.3
UK Growth Acc	34.8	37.0	+0.1 2.0
UK Income Acc	29.9	31.9	+0.1 3.9
UK Income Inc	29.3	31.1	4.0
Managed Growth Acc	37.8	40.3	+0.9 1.90
Managed High Yield Inc	42.3	45.0e	−0.5 6.7
Managed Income Inc	32.0	34.0	+0.2 3.7

Swiss Life Pen. Tst. Man. Co Ltd (a)(c)
99-101 London Rd, Sevenoaks — 0732 450161

Equity Div	262.0	277.2	3.51
Equity Acc	315.3	333.9	3.53
Fixed Int. Div †	120.0	126.9	10.88
Fixed Int. Acc †	176.8	187.3	

*Prices on Mar 12 Next dealing April 9
†Prices on Mar 4 Next dealing April 2

TSB Unit Trusts (b) (c) (y)
PO Box 3, Invesco House, Andover, Hants SP10 1PG
02048 2188 — Dealings to 02048 63437

TSB American	117.7	121.0	−1.0 0.88
Do. Accum	118.6	126.0	−1.0 0.88
TSB Extra Income	104.1	110.8d	+0.7 5.29
Do Accum	131.9	139.5	+0.8 5.29
TSB General	155.8	165.8	+0.2 2.69
Do. Accum.	253.5	269.7	+0.2 2.69
TSB Gilt & Fixd Int	99.9	52.0	+0.1 8.36
Do Accum	63.8	66.5	
TSB Income	209.1	222.5	+0.7 4.24
Do Accum	241.9	257.4	+0.8 4.24
TSB Pacific	126.0	134.1	+0.8 0.71
Do Accum	129.2	137.5	+0.9 0.71
TSB International	284.8	303.2	+0.5 1.75
Do Accum	348.6	370.9	−0.1 1.75
TSB Natural Resources	43.8	46.7	−0.1 2.28
Do Accum	44.7	47.6	−0.1 2.28
TSB Stgd. Dom	59.1	62.9d	+0.0 1.77
Do Accum	64.6	68.8	+0.0 1.77

3i Unit Trust Managers Ltd
2 St Mary Axe, London EC3A 8BP — 01-428 3356

Small Co. Fund	70.9	74.8	−0.3 0.1

Target Trust Mngrs. Ltd (a)(g)
Target Hse, Gatehouse Rd, Aylesbury Bucs — (0296) 5941

American Equity	75.4	80.3	−0.9 0.43
Australia	119.0	127.9d	−0.9 0.00
Commodity	72.4	78.1	+0.3 2.25
Energy	33.4	34.7	−0.4 1.96
Equity	123.0	132.4d	+0.5 2.25
European Spec. Sits	87.6	93.0	+1.3 0.26
Extra Income	108.5	116.6d	+0.7 5.97
Financial	38.6	40.9	+0.2 0.0
Gilt Income	104.7	109.9d	+0.1 8.13
Gold Income	58.2	62.1	−0.9 3.00
Gold Acc	105.8	113.0	−1.0 3.00
Income	78.5	83.6d	+0.1 2.60
Japan	74.7	79.6	+2.6 0.10
Malaysia & Singapore	17.4	18.6	1.91
Pacific Income	75.4	80.3	+2.9 0.06
Pacific Re Inc	92.6	98.6	+3.7 0.08
Preference Share	16.9	18.2	9.75
Special Sits	81.6	86.9d	0.93
Technology	45.5	48.5d	0.10
UK Capital	67.7	72.6d	1.63
World Income Fund	56.1	60.3	6.73
Worldwide Capital	135.2	145.0	+0.5 1.73
Equity Exempt Feb 25	73.8	78.9	1.95
Equity Ex Acc Feb 25	138.4	148.0	1.95

Touche, Remnant Unit Trust Mngt Ltd
Mermaid Hse, 2 Puddle Dock, EC4 — 01-248 1250

TR American Growth	38.3	40.8xd	−0.1 0.80
TR General Growth	51.8	55.6	+0.3 3.00
TR Global Tech	40.9	44.0	+0.2 0.10
TR Income Growth	57.9	61.7	+0.2 4.20
TR Japan Growth	31.2	33.2	+0.4 0.18
TR Overseas Growth	41.1	44.1	+0.1 1.36
TR Smaller Cos	57.9	61.7	+0.1 2.85
TR Special Op	62.6	66.6d	+0.2 2.87

Trades Union Unit Trust Managers
100 Wood Street, London EC2
TUUT March 3 — 1158.8 — 167.2xd — 3.50

Transatlantic and Gen. Secs. (c) (y)
91-99 New London Rd, Chelmsford — 0245-51651

Colonial Mar 14	460.8	458.8	3.34
Do. Accum	758.3	756.0	+21.6 3.34
Fielding Fd Mar 13	327.3	349.8	+8.1 2.98
(Accum Units)	774.8	773.4	+8.9 2.98
Fenchurch Inc. Mar 13	176.2	187.5	+1.7 4.67
Flding AM&Gen Mar 13	228.9	241.0d	+13.7 0.46
(Accum. Units)	260.3	274.0	+15.7 0.46
SG Warburg Inc Mar 12	152.6	160.5	1.11
Smlr Secs March 12	126.1	132.8	0.31

Tyndall Managers Ltd(a)(b)(c)
18 Canynge Road, Bristol — 0272 732241

Australian Securities	69.4	63.5	−0.2 1.63
(Accum Units)	81.4	85.7	−0.2 1.63
Capital	329.1	339.4	+0.4 3.62
(Accum Units)	566.5	599.7	+0.7 3.62
Cautious	270.9	288.5xd	+2.0 6.13
(Accum Units)	608.8	648.3	+4.5 6.13
Far East	133.6	142.9xd	+0.5 0.99
(Accum Units)	144.0	154.0	+0.6 0.99
Inc & Prop	80.1	83.4	+0.3 3.66
(Accum Units)	78.3	83.8	+0.3 3.66
Gilt Capital Trust	125.9	128.8	+0.1 6.60
(Accum. Units)	139.2	143	+0.1 6.60
Gilt Income	107.8	114.0d	+0.1 9.73
(Accum. Units)	172.0	178.4	+0.1 9.73
High Yield	51.3	54.4	+0.3 6.72
(Accum. Units)	109.1	116.2	+0.6 6.72
Income	220.6	233.9xd	+1.2 5.64
(Accum Units)	673.1	713.8	+3.7 5.64
Intl. Eqty	164.0	174.7	+0.5 2.85
(Accum. Units)	236.9	252.3	+0.5 2.85
International Growth	71.8	76.5xd	−0.1 1.11
(Accum. Units)	79.3	79.3	−0.1 1.11
Japan Growth (Acc)	84.7	90.6	+1.3 0.20
Natural Resources	165.0	175.7	−1.6 2.38
(Accum Units)	235.2	250.5	−2.2 2.38
Pacific Growth	121.1	129.5	−0.9 0.95
(Accum Units)	140.5	150.3	−0.8 0.95
Pref	112.8	120.2	+0.2 10.08
(Accum Units)	280.6	298.9	+0.5 10.08
Smaller Cos.	187.3	192.9xd	2.65
(Accum Units)	241.0	256.7	2.65
Smaller Cos. Inc	50.8	55.4	+0.1 5.83
(Accum Units)	59.8	63.7	+1.1 5.83
Special Sits	100.0	106.5	+0.9 2.15
(Accum Units)	109.9	110.6	+0.9 2.15
Technology	87.1	93.7	+0.6 1.26

UK Provident Unit Trust Managers Ltd
UK House, Castle St, Salisbury SP1 3SH — 0722 336242

UK Equity	122.3	129.6	+0.8 —
North American	122.3	129.6	+1.7 —
Pacific Basin	115.6	122.5	+2.0 —

Unit Trust Account & Mgmt. Ltd
Anglia Hse, King William St, EC4R 9AR — 01-623 4951

Crusader Hse Cap Fd	128.8	137.0	1.85
Friars Hse Inc Fd	114.1	120.1	5.30

Vanguard Trust Managers Ltd
65 Holborn Viaduct, London EC1A 2EU — 01-236 3053

Abingdon Rate Assets	105.6	112.4	4.50
American & Gen	58.0	61.7	+0.5 1.49
Capital	183.5	195.3	−0.7 1.85
(Accum Units)	266.9	284.0	−1.1 1.85
High Yield	187.1	209.7	+0.4 4.31
Small Sels Wdr Ut	38.9	41.4	2.76
Trustee	129.3	137.5	−0.1 3.47
(Accum Units)	193.4	205.7	−0.2 3.47
Master Portfolio	158.041	99.526d	1.04

Wardley Unit Trust Managers Ltd (a)
Wardley House, 7 Devonshire Sq, EC2 — 01-929 1532

American Tst	67.8	73.0	1.8
Far East & Gn Tst	73.0	77.9	+1.4 1.4
Intl. Growth Tst	64.7	68.9	+0.5 1.3
Intl. Income Tst	76.5	82.0	+0.5 5.6
Japan Growth Tst	85.0	91.4	+1.9 0.2
Small Co. Tst	32.0	131.2xd	2.0
Stamp Tst	34.5	37.1	0.2
Australia Trust	43.6	46.8	— 1.5
UK Trust	131.8	140.3	+1.6 1.5
European Growth Td	47.0	50.0	+0.2 1.2
Wardley Inc	18.7	19.8d	−0.3 —

Waverley Asset Management Ltd (a) (c) (g)
13 Charlotte Sq, Edinburgh — 031-225 1551

Australia an Gold	17.3	18.4	−0.1 0.15
Pacific Basin Energy	13.6	14.5	0.2
Northern Balnced Growth	54.1	57.8	+0.5 1.0
Gentle Mar	101.1	105.3	−0.2 8.3

WestAvon Unit Trust Managers Ltd(a)(c)
9 Portland Square, Bristol BS2 8SS — 0272 428431

British Smlr Co. (Gr)	51.5	53.0	+0.7 1.0
British Growth (Tr)	62.8	64.5	−0.1 2.5
British Inc (Gr)	63.5	65.3	−0.1 5.1
British Extra Yield (Gr)	50.3	51.7	−0.2 7.5

Whittingdale Unit Trust Managers
2 Honey Lane, London EC2V 8BT — 01-606 9086/6

Short Dtd Gilt Fd	61.6	62.6d	1.36

Wright Seligman Fund Managers Ltd
11 Bloomfield St, London EC2M 7AY — 01-588 0592

Growth Fund	165.5	69.0	2.03

Weekly dealing, day Tuesday

The Yorkshire General Trust
Woolshome Pk, Ferrey Bridge, Huddersfield — 0484 602250

YGT	91.08	112.9	3.81

INSURANCES

AA Friendly Society
Investment Mngt M & G Inv Mngt Ltd
PO Box 93 Cardiff CF1 4NW — 0222 35542

AA Friendly Sy Mar 14	—	101.1	+0.1 —

Abbey Life Assurance Co Ltd
80 Holborn Bars Road, Bournemouth — 0202 292373

Prop Ser 1	204.0	214.8	—
Prop Ser 3	103.4	108.9	−0.1 —
Prov Acc Ser 2	274.7	289.2	—
Equity Ser 2	109.7	115.5	—
Equity Ser Ag	233.7	246.0	−0.2 —
Prop. Ser 4	216.5	227.9	—
Equity Ser 4	113.0	119.0	−0.1 —
Managed Ser 4	166.4	94.7	−0.4 —
Indexed Inv. Ser 4	109.7	115.9	—
American Ser 4	260.7	274.5	+1.0 —
High Inc. Ser. 4	257.3	281.4	+0.5 —
Japan Ser 4	205.1	215.9	+3.9 —
Man Ser 4	341.1	359.1	+1.0 —
Gilt Ser 4	190.0	200.0	—
European Ser 4	108.3	109.8	+1.6 —

Pension Funds

Property	249.2	367.6	—
Equity	75.4	79.8	+1.5 —
Selective	244.4	257.7	—
Managed	590.3	621.5	+2.7 —
Stockmaster	132.7	139.3	—
Fixed Int	193.6	203.8	−0.4 —
Indexed Inv.	111.2	117.0	−0.1 —
Gilt Edged	187.5	197.3	+0.1 —

Allied Dunbar Assurance Plc
Allied Dunbar Ctr, Swindon SN1 1EL — 0793 28291

Fixed Int. Dep. Acc.	294.6	322.9	+0.3 —
Equity Acc.	363.9	386.3	+17.8 —
Property Acc.	310.3	326.7	+0.1 —
Far East Acc.	117.6	123.8	+0.6 —
Managed Cap.	303.0	319.0	+7.0 —
Managed Acc.	489.0	504.9	+11.5 —
Overs Earnings Acc.	411.9	433.6	+12.3 —
Gilt Edged Acc.	260.6	274.4	+6.9 —
American Equity Acc.	549.2	567.9	+6.6 —
American Man. Acc.	166.8	175.6	+2.4 —
American Prop. Acc.	152.5	159.4	—
Pen F.I. Dep Cap	236.3	248.8	—
Pen F.I. Dep Acc.	361.2	380.3	—
Pen. Prop. Cap.	578.9	598.9	—
Pen. Prop. Acc.	640.0	673.7	—
Pen. Man. Cap.	639.1	651.7	—
Pen. Man. Acc.	1044.3	1099.3	—
Pen. Gilt Edg. Cap.	270.3	284.6	—
Pen. Gilt Edg. Acc.	372.7	392.4	—
Pen. Eq. Cap.	1004.0	1056.9	—
Pen. Eq. Acc.	1293.5	1361.1	—
Pen. Am. Eq. Cap.	136.0	143.2	—
Pen. Am. Eq. Acc.	146.6	154.4	—
Pen. Far East Cap	134.7	141.8	—
Pen. Far East Acc.	145.2	152.9	—
Pen B.S. Cap	349.2	367.7	—
Pen B.S. Acc.	370.8	389.4	—
Pen D.A.F. Cap.	199.6	199.6	—
Pen D.A.F. Acc.	264.6	264.6	—
Pen. Mortgage Cap	112.1	118.0	—
Pen. Mortgage Acc	120.9	127.3	—

Ambassador Life Ass. Co Ltd
80 Holdenhurst Rd, Bournemouth — 0202 292345

Equity Fd Acc	121.6	128.1	+0.4 —
Equity Fd Cap	112.2	118.2	+0.3 —

Baltic Assurance Funds
11 New Street, London EC2M 4TP — 01-493 9899

Managed Growth	241.57	254.28	+2.71 —
Managed Income	116.79	122.98	+0.13 —

Barclays Life Assur. Co Ltd
252 Romford Road, London E7 — 01-534 5544

Barclayland	138.6	139.7	+0.1 —
Equity Accum	411.9	433.6	+1.5 —
Do Initial	367.8	387.3	+1.3 —
Gold Accum	202.9	213.3	—
Do. Initial	182.8	192.5	—
International Acc.	242.7	245.9	+0.3 —
Do. Initial	229.3	241.3	+0.4 —
Managed Acc.	288.3	303.3	+0.6 —
Do Initial	256.6	277.3	+0.5 —
Money Acc.	182.5	192.1	+0.1 —
Do Initial	148.0	155.8	+0.1 —
Property Acc.	212.9	224.2	+0.3 —
Do Initial	201.1	211.8	—
Deposit Acc.	173.3	182.5	−1.0 —
Australia Acc.	122.8	129.3	−0.6 —
Financial Acc.	194.2	204.5	+1.0 —
500 Acc.	145.4	153.1	+0.5 —
Income Acc.	227.3	239.3	+0.4 —
Japan & Gen Fund Acc	251.5	264.7	+1.2 —
Japan Sm. Fd. Acc	149.0	156.8	+0.7 —
Spec. Sits. Fd. Acc.	113.7	121.8	+0.3 —
Universal Tnc Acc	147.7	152.9	+0.3 —
Universal Extension Acc.	118.7	124.4	+0.5 —
Equity Pen. Acc.	143.7	151.3	+0.9 —
Do. Initial Sm.2	132.3	139.3	+0.3 —
Inc. Exp High Inc. Ini	288.3	299.3	+0.8 —
Do Initial Sm 2	113.7	119.7	+0.3 —
Int. Pen. Acc.	127.8	134.6	+0.1 —
Do. Initial Sm.2	117.6	123.8	+0.1 —
Managed Pen. Acc.	382.9	403.4	+0.7 —
Do Initial Series 2	124.2	130.8	+0.3 —
Money Pen.	238.1	251.0	—
Do Initial Series 2	106.1	111.7	—
Property Pen.	104.7	110.3	—
Do Initial Series 2	95.8	100.9	—

Black Horse Life Ass. Co Ltd
346a High St, Chatham — 0634 405161

Black Horse Man. Fd	339.98	—	—
Income Fd	296.91	312.56	—
Extra Income Fd	280.01	294.75	—
Worldwide Growth Fd	266.38	280.41	—
Balanced Fd	273.13	287.5	—
Safe Cap & Rlsry Fd	314.59	331.15	—
Int. Technology Fd	289.74	305.05	—
Nth Amer & Gen Fd	189.88	199.88	—
Energy Int. Fd	96.04	101.0	—
Pacific Basin Fund	173.05	182.16	—
General Growth Fd	216.36	227.49	—
Japan Growth Fund	108.42	114.13	—
Property Fd	171.69	180.73	—
Fixed Interest Fd	178.08	187.37	—
Gilt Fd	157.92	166.24	—
Managed Inv. Fd	231.43	243.62	—

British National Life Assurance Co Ltd
Perrymount Road, Haywards Heath — 0444 414111

Managed Fd	192.1	202.2	+3.8 —
Property Fd	154.4	162.6	+0.4 —
Equity Fd	233.3	245.8	+2.9 —
New Tech Fd	148.8	149.3	+0.9 —
American Fund	101.3	106.7	+2.4 —
Intl Fd	96.2	101.3	+0.7 —
Fixed Int. Fd	140.2	147.5	+1.6 —
Deposit Fd	116.6	122.8	+0.2 —
Managed Pens. Acc.	239.8	253.3	+4.4 —
Managed Pens. Cap.	195.8	206.3	+3.6 —
Property Pens. Cap	145.9	153.9	+0.3 —
Equity Pens. Cap	153.2	245.4	+0.8 —
Fixed Int. Pens. Cap	151.1	159.2	+0.9 —
Intl Pens. Cap	275.2	289.9	+8.9 —
Fixed Intl Pens. Cap	128.1	134.9	+1.4 —

Canada Life Group
2-6 High St, Potters Bar, Herts — P. Bar 51122

Equity Gth Mar 1	—	137.3	—
Fixed Rest Mar 6	—	457.2	—
Managed Equity Gth	263.3	277.3	—
Property Pens Fund	129.3	136.2	—
Index Linked Pens Fund	123.1	130.2	—
Managed (Ac)	156.5	173.9	—
Property (Ac)	121.9	128.4	—
Gilt and Fixed Interest (Ac)	133.0	140.1	—
Index-Linked (Ac)	108.7	112.4	—
Equity (Ac)	181.5	191.1	—
Cash (Ac)	131.7	138.7	—
Midland Bk Life Tst Ltd	172.4	181.5	—
Midland Bk Wse Fd Ltd	172.4	181.5	—
Midland Bk Intl. Ltd	191.2	200.3	—

Cannon Assurance Ltd
1 Olympic Way, Wembley HA9 0NB — 01-902 8876

Equity Units	—	164.38	+0.34 —
Property Units	—	120.28	—
Equity Bond Fund	540.30	42.65	+0.22 —
Prop. Bond Exec.	427.80	29.42	—
Bd. Bd/Exu/Ins	431.71	33.54	+0.04 —
2nd Equity Acc	237.3	252.7	+0.7 —
2nd High Inc/Acc	264.2	279.4	+2.9 —
2nd Property Acc	199.5	211.3	—
2nd Managed Acc	227.1	241.6	+0.7 —
2nd Deposit Acc	166.8	176.3	—
2nd Gilt Acc	176.6	186.9	−1.5 —
2nd American Acc	232.2	245.7	+0.9 —
2nd Int Money Acc	130.8	136.0	+0.1 —
2nd Index Acc	112.1	118.6	—
2nd Far East Acc	138.5	146.6	−0.2 —
2nd Eq. Pens/Acc	465.8	493.0	+0.4 —
2nd Hi Inc Pens/Acc	303.0	321.0	+3.8 —
2nd Prp Pens/Acc	273.8	289.7	—
2nd Man. Pens/Acc	515.2	533.5	+0.6 —
2nd Dep. Pens/Acc	240.7	254.7	—
2nd Gilt Pens/Acc	243.3	257.5	−2.3 —
2nd Am. Pens/Acc	367.2	378.0	+2.0 —
2nd Int. Money Pens/Acc	247.1	261.5	+1.2 —
2nd Index Pens/Acc	122.5	129.6	—
2nd Far East Pens/Acc	142.6	150.9	−0.3 —
L & E S.I.F.	102.5	108.4	—
L & E S.I.F.	68.0	72.0	—

Chase de Vere Investments Ltd
63 Lincoln's Inn Fields, London WC2 — 01-404 5766

Portfolio Mngt Service	120.1	126.2	+1.6 —

City of Edinburgh Life Assurance
46 Charlotte Sq, Edinburgh EH2 4HQ — 031-225 1655

Ivory & Sime Bond	115.0	126.0	+0.0 —
Bdn & Residl Bond	115.0	121.0	—
Murray Johnstone Fd	107.0	113.0	—
Money Market Fd	99.0	102.0	—
Ivory & Sime Pens Fd	97.0	103.0	—
Rick & Reward Pens Fd	98.0	104.0	—
Murray Stone Pens Fd	104.0	110.0	+0.0 —
Money Market Pens Fd	96.0	102.0	—

City of Westminster Assurance
Sentry House, 500 Avebury Boulevard, Cnst Milton Keynes MK9 2LA — Tel. 0908 606101/660888

Current Series			
Property Fund	108.9	114.7	—
Money Fund	214.8	226.2	+0.2 —
Managed Fund	379.5	399.5	+0.3 —
Equity Fund	286.3	301.5	+0.3 —
Fixed Interest Fund	145.4	153.1	−0.4 —
Far East Fund	157.1	165.4	+0.8 —
North American Fund	138.9	146.2	+0.6 —
Natural Resources Fund	131.8	138.8	−0.7 —
S.U.N. Fund	115.1	121.1	−0.4 —
Pension Managed Fund	225.8	237.9	−1.4 —
Pension Equity Fund	225.5	237.4	−1.4 —
PBR Fund	121.6	128.0	+3.0 —

For other prices please telephone 0908 606101/660888

Clerical Medical/Fidelity International
Narrow Plain, Bristol BS2 0JH — 0272 290566

Investment Funds			
Money	121.7	128.2	+0.5 —
Equity	140.4	147.8	+0.9 —
Property	105.3	111.5	+0.1 —
Gilt & Fixed Interest	112.6	118.6	−0.2 —
Indexed Securities	99.5	100.0	−0.7 —
Cash	104.1	109.6	—
North American	106.8	112.5	−0.4 —
Far East	108.8	114.6	−0.3 —
International	112.1	118.0	+0.1 —
Special Situations	130.7	137.6	+0.4 —
International Income	127.9	134.7	+0.1 —
American Income	111.1	117.0	−0.3 —
European	121.8	128.3	+0.6 —
Flexible Retirement Plan			
Money	124.7	131.3	−0.1 —
Equity	142.2	149.7	−0.7 —
Property	109.3	115.1	—
Gilt & Fixed Interest	118.2	124.5	+0.1 —
Indexed Linked	99.3	101.4	−0.5 —
Cash	110.4	116.3	+0.1 —
North American	110.2	116.1	−0.5 —
Far East	109.9	110.5	−0.1 —
International	115.6	121.7	−0.2 —
Special Situations	142.1	149.7	+0.4 —
European	110.9	137.8	+0.6 —
Executive Investment Pension Plan			
Price, on March 12. Next dealing on Wednesday			
Cash Fd	131.4	138.4	+0.4 —
Mixed Fd	183.2	192.9	+0.4 —
Fixed Int. Fd	148.0	155.9	+0.5 —
Gilt Edged	214.7	226.0	+0.5 —
Property Fd	127.1	133.8	+0.1 —
Overseas Fd	174.4	183.6	+4.7 —
Indexed Linked Fd	133.8	140.9	+0.3 —
Stock Ex Fd	148.1	156.0	+5.2 —
North Am Fd	112.6	118.6	+1.7 —
Far East Fd	118.4	124.7	+1.3 —
Special Sits Fd	136.7	143.9	+3.3 —
Euro Fd	130.3	137.2	+4.7 —

Initial prices available on request
For other prices telephone 0272 290566

Clerical Medical Managed Funds Ltd
15 St James's Sq, London SW1Y 4LQ — 01-930 5474

Cash	162.6	162.6	+0.6 —
Mixed	266.7	273.4	+0.0 —
Fix

INSURANCE, OVERSEAS & MONEY FUNDS

Scottish Mutual Assurance Society
109 St Vincent St, Glasgow 041-248 6321

Scottish Mutual Investments
109 St Vincent St, Glasgow 041-248 6321

Scottish Provident Institution
6 St Andrews Sq, Edinburgh 031-556 9181

Scottish Widows' Group
PO Box 902, Edinburgh EH16 5BU 031-655 6000

Sentinel Life plc
2 Eyre Street Hill, EC1R 5AE 01-278 4488

Sharp (Albert E.) & Co.
12 Newhall Street Birmingham B3 3ER. 021-236 5801

Skandia Life Assurance Co Ltd
Frobisher Hse, Nelson Gte, Southampton 0703 334411

Standard Life Assurance Company
3 George St, Edinburgh EH2 2XZ 031-225 2552

Sun Alliance Insurance Group
Sun Alliance House, Horsham 0403 64141

Sun Life of Canada (UK) Ltd
2, 3, 4 Cockspur St, SW1Y 5BH 01-930 5400

Sun Life Unit Assurance Ltd
St James Barton, Bristol BS99 7SL 0272 426911

Sun Life Unit Assurance—Contd.
Sun Life Pension Management Ltd

Swiss Life Pensions Ltd
99-101 London Rd, Sevenoaks 0732 450161

TSB Life Ltd
PO Box 5, Keens Hse Andover SP10 1PG 0264 62188

Target Life Assurance Co. Ltd.
Target House, Gatehouse Road, Aylesbury, Bucks Aylesbury (0296) 5941

Teachers' Assurance Company Ltd
12 Christchurch Rd, B'mouth BH1 3LW 0202 291111

Transatlantic Life Assur Co Ltd
8 New Rd, Chatham, Kent Medway 812348

Transinternational Life Ins. Co Ltd
55-57 High Holborn, WC1V 6DU 01-831 7481

Trident Life Assurance Co Ltd
London Road, Gloucester 0452 500500

Tunbridge Wells Equitable
Abbey Court, Tunbridge Wells 0892 41466

Tyndall Assurance/Pensions
18 Canynge Road, Bristol 0272 732241

UK Provident
UK House, Castle St, Salisbury SP1 3SH 0722 336242

Vanbrugh Life Assurance
41-43 Maddox St, London W1R 9LA 01-499 4923

Vanbrugh Pension Limited
41-43 Maddox St, London W1R 9LA 01-499 4923

Windsor Life Assur Co Ltd
Royal Albert House, Sheet St, Windsor 868144

OFFSHORE AND OVERSEAS

Actibonds Investment Fund SA
37 rue Notre Dame, Luxembourg Tel: 47971

Adig Investment
Postfach 708 8000 Munich 1 Telex 524269

Albany Fund Management Limited
PO Box 73, St Helier, Jersey 0534 73933

Alliance Capital Management Intl. Inc.
43 Upper Grosvenor St, London, W1 01-499 9606

Allied Dunbar International Fund Mgrs.
Allied Dunbar House, Douglas, IoM 0624-29411

Arbuthnot Securities (CI) Ltd (a)(c)(b)
PO Box 428, St Helier, Jersey 0534 76077

Australian Gen Mngt Ltd
48 Athol Street, Douglas, IoM 0624 20845

BIA Bond Investments AG
10 Baarerstrasse CH6301, Zug, Switzerland

BNP Inv Mgmnt (Jersey) Ltd
PO Box 158, St Helier, Jersey 0534 76011

Julius Baer Bank & Trust Co Ltd
Butterfield House, Grand Cayman

Bamford Brandt Guernsey Mngt. Ltd
PO Box 71, St Peter Port, Guernsey 0481 26541

The Bangkok Fund
Bangkok First Inv & Trust Ltd (Inv Advisors)
300 Silom Road, Bangkok, Thailand
NAV Mar 17 BAHT 267,845.60 (US$10 141.82)

Bank of America International SA
35 Boulevard Royal, Luxembourg GD

Barclays Unicorn International
1 Charing Cross, St Helier, Jersey 0534 73741

Baring Fund Managers (Guernsey) Ltd
PO Box 71, St Peter Port, Guernsey 0481 26541

Baring International Group
1901 Edinburgh Tower, Hong Kong 01-588 6133

Barrington Mgmt (CI)—Barrington Fd
Kleinwort Benson Hse, St Helier, Jersey 0534 78866

Bishopsgate Commodity Ser. Ltd
PO Box 42, Douglas, IoM 0624 23911

Brazil Capital Services Ltd
48 St Vincents St, Glasgow G2 5TS 041-204 1249

Bridge Management Guernsey Ltd(a)(c)(h)
PO Box 311, St Peter Port, Guernsey, CI 0481 710711

Bridge Management Ltd
GPO Box 590, Hong Kong

Britannia Intl. Investment Mngmt Ltd
Box 271, Queensway House, Queen Street, St Helier, Jersey CI 0534 73114

Britannia Fund Managers (IoM) 0624 74856

Brown Shipley Fund Mgmt (CI) Ltd
PO Box 583, St Helier, Jersey 0534 74777

Butterfield Management Co Ltd
PO Box 195, Hamilton, Bermuda

CAL Investments (IoM) Ltd
16 St Georges Street, Douglas, IoM 0624 20231

CAL Investments (Bermuda) Ltd
PO Box 1022, Hamilton, Bermuda (809-29) 55950

Capital International
43 Boulevard Royal, Luxembourg

Capital Preservation Fund Intl.
14 rue Aldringen, Luxembourg 1118

Cater Allen Investment Management (CI)
29a Broad St, St Helier, Jersey, CI 0534 78898

Charterhouse Japhet
1 Paternoster Row, London EC4 01-248 3999

Charterhouse Japhet Currency Mngt. Ltd
PO Box 189, St Helier, Jersey 0534 74689

Citibank (CI) Ltd "Citifunds"
Green Street, St Helier 0534 70334

Cornhill Ins. (Guernsey) Ltd.
PO Box 157, St Peter Port, Guernsey

Corteza International
10a Boulevard Royal, Luxembourg

Craigmount Fixed Int. Mngrs. (Jersey)
PO Box 195, St Helier, Jersey 0534 27561

Credit Suisse
23 Avenue Monterey, Luxembourg

DWS Deutsche Ges. F. Wertpapiersp
Grueneburgweg 113, 6000 Frankfurt

Daehan Investment Trust Co Ltd
44-5, Yoido-dong, Yongdungpo-ku, Seoul, Korea

Dantrust Management (Guernsey) Ltd
PO Box 93, St Peter Port, Guernsey 0481 711818

Dean Witter World Wide Investment Trust SA
14 Rue Aldringen, Luxembourg

Delta Group
PO Box 3012, Nassau, Bahamas

Deutscher Investment-Trust
Mainzer Landstrasse 11-13, 6000 Frankfurt

Drexel Burnham Lambert
77 London Wall, London, EC2 01-920 9968

Dreyfus Intercontinental Inv. Fd.
PO Box N3712, Nassau, Bahamas

Duncan Lawrie Inv. Mgt. Ltd
Victory Hse, St Peter Port, Guernsey 0481 28034

Dunedin Unit Trust Mgrs (Bermuda) Ltd
Bank of Bermuda Building, Bermuda 809 295 4000

Dunn & Hargitt Group
6 Ave Lloyd George, 1050 Brussels 02/640 32 80

EBC Trust Company (Jersey) Ltd
1-3 Seale St, St Helier, Jersey 0534 36331

The English Trust Group
16 Athol St Douglas, Isle of Man 0624 20738

Equity & Law International Fund Mgs Ltd
Victory Hse, Prospect Hill Douglas, IoM 0624 77877

Equity & Law International Life Assur Co Ltd
Victory Hse, Prospect Hill, Douglas, IoM 0624 77877

Ermitage Management Ltd
19 Royal Square, St Helier, Jersey, CI 0534 76007

Ermitage Management Cayman Ltd
PO Box 2192, Grand Cayman BWI

Eurolife Assurance Group
5-11 Mortimer St, London W1N 7RH 01-631 0778

S.G. Europe Obligations SA
9 Avenue de la Liberte, Luxembourg

Eurotax Investments Ltd
1 Athol Street, Douglas, Isle of Man 0727 41.22

Fidelity International
9 Bond St, St Helier, Jersey, CI 0534 71696

Fleming Group
London Agents R F, 8 Crosby Sq, EC3 01-638 5858

Forbes Securities Management Ltd
PO Box 887, Grand Cayman, CWI
London Agents 01 839 3013

Foreign & Colonial Management Ltd
1 Laurence Pountney Hill, London EC4 01-623 4680

Framlington Overseas Fund Mngt. Ltd
PO Box 71, St Peter Port, Guernsey 0481-26541

Frankfurt Trust Investment—GmbH
Wiesenau 1, D-6000 Frankfurt

Frobisher Fund Limited
PO Box HM1735, Hamilton, Bermuda 809 295 7447

GT Management (UK) Ltd
8th Floor, 8 Devonshire Sq, London EC2M 4YJ
Tel. 01-283 2575 Telex 886100

Gartmore Fund Managers Ldn. Agents
2 St Mary Axe, London, EC3 01-623 1212

Assicurazioni GENERALI SpA
PO Box 132, St Peter Port, Guernsey, CI

Gertrust SA
22 rue de la Cite, 1211 Geneva, Switzerland

Global Asset Management Corpn.
PO Box 119, St Peter Port, Guernsey 0481-28715

John Govett Mngmnt (Guernsey) Ltd
PO Box 208, St Peter Port, Guernsey, CI 0481 26268

Granville Management Limited
PO Box 73, St Helier, Jersey 0534 73933

Grindlay Vanguard Management Limited
PO Box 414, St Helier, Jersey 0534 74248

Grofund Invest Managers (Guernsey) Ltd
PO Box 86, Guernsey, Channel Islands 0481-26521

CIC A NAV Nov 22
Eagle House, Dos Rd, St Helier, Jersey 0534 76600

Guinness Mahon Fund Mgrs (Guernsey) Ltd
PO Box 188, St Peter Port, Guernsey 0481 23506

Hambros Bank Ltd
41 Bishopsgate, London, EC2 01 588 2851

Hambro Pacific Fund Mgmt Ltd
2110 Connaught Centre, Hong Kong

Hambros Fd Mgrs (CI) Ltd
PO Box 86, Guernsey 0481 26521

Hellerup Scandinavian Fund Ltd
Tynwald House Douglas, IoM 0624 24111

Henderson Admin. (Guernsey)
PO Box 71, St Peter Port Guernsey 0481 26541

Henderson Management SA
20 Boulevard Emmanuel Servais, Lux 010 352 21902

Heritable & General Fund Mngrs (Jersey) Ltd
PO Box 443, St Helier, Jersey 0534 75141

Hill Samuel Fd. Mngrs. (Guernsey) Ltd
PO Box 16 35 High St, St Peter Port, Guernsey, CI

Hill Samuel Investment Mgmt Intl SA
Jersey, PO Box 63 Telex 4192274 Tel 0534 76029
Berne, PO Box 2622 Telex 912250 Tel 4131 224051

Holborn Fund Mngmt (Guernsey) Ltd
PO Box 61, Bermuda Hse, St Julian's Ave, St Peter Port, Guernsey 0481 26268

Holborn Fund Mngmt (Jersey) Ltd
28/34 Hill St, St Helier, Jersey 0534 72156

I.C. Trust Managers Ltd
10 St Georges St, Douglas, IoM 0624 25015

IGF Management Services Inc
c/o Registrar, PO Box 1044, Cayman Is, BWI

NV Interbeheer
PO Box 85690, The Hague, Holland

International Bond Trust
2, Boulevard Royal, Luxembourg

Investissements Atlantiques SA
14 Rue Aldringen, Luxembourg 352 47991

Invicta Investment Management
29a Broad St, St Helier, Jersey, CI 0534 77522

Jardine Fleming & Co. Ltd.
46th Floor, Connaught Centre, Hong Kong
London Agents: Robt. Fleming & Co Tel 01-638 5858

Leopold Joseph & Sons (Guernsey)
Albert House, St Peter Port, Guernsey 0481 26648

Kleinwort Benson Group
20 Fenchurch St, London EC3 01-623 8000

Kleinwort Benson (Guernsey) Fd Mngrs Ltd
PO Box 44, Guernsey, CI 0481 27111

Korea International Trust
Fund Man.: Korea Invest. Trust Co Ltd
c/o Vickers da Costa Ltd, King William Street, London, EC4 01 623 2494

Lazard Brothers & Co (Guernsey) Ltd
PO Box 275, 16 Glategny Esplanade, St Peter Port Guernsey, CI 0481 21367

Lazard Brothers & Co. (Jersey) Ltd.
P.O Box 108, St Helier, Jersey, C I 0534 37361

Lewis & Peat, Clarke (Guernsey) Ltd
PO Box 147, St Peter Port, Guernsey 0481 23488

Lloyds Bank (CI) U/T Mgrs.
PO Box 195, St Helier, Jersey 0534 27561

Lloyds Bank Geneva
1 Place Bel-Air, CH-1211 Geneva 11 (Switzerland)

Lloyds Intl. Money Market Fund Ltd
PO Box 136, St Peter Port, Guernsey 0481 24983

Lloyds Life (Isle of Man) Ltd
Bridge House, Castletown, IoM 0624 824151

M & G (Cayman) Ltd
PO Box 70b, Cardinal Avenue, Grand Cayman, BWI

M & G Island Fund
PO Box 44, St Peter Port, Guernsey 0481 27111

Man International Futures
Sugar Quay, Lower Thames St, London EC3 01 626 8788 Telex 885431 New York 212 912 8700

Management International Ltd
Bank of Bermuda Bldgs, Bermuda 809 295 4000

Manufacturers Hanover Geofunds
PO Box 92, St Peter Port, Guernsey 0481 23961

Midland Bank Tst. Corp. (Jersey) Ltd
28-34 Hill St, St Helier, Jersey 0534 72156

MIM (Jersey) Limited
PO Box 452, St Helier, Jersey 0534 27411
London Agents 01-626 3434

Minerals, Oils Res. Shrs. Fd. Inc.
PO Box 194, St Helier, Jersey 0534 27441

Murray, Johnstone (Inv. Adviser)
163 Hope St, Glasgow C2 041-221 9252

NEL Britannia Int Ass Ltd
Acorn House, Athol St, Douglas, IoM 0624 24924

NEL International Ltd
Commerce Hse, St Peter Port, Guernsey 0481 24561

NM Income & Gwth Fd
2 Boulevard Royal, Luxembourg

Nat. Westminster Jersey Fd. Mgrs. Ltd
23/25 Broad St, St Helier, Jersey 0534 70041

Newport International Management
Bank of Bermuda Bldg, Bermuda 809 295 4000

Nikko Intl. Cap. Mngt. Co (Europe) Ltd
c/o PO Box 105, Guernsey, CI 0481 21438

Nomura Growth Fund SA
2 Boulevard Royal, Luxembourg

Northgate Unit Tst. Mngr. (Jersey) Ltd
PO Box 82, St Helier, Jersey 0534 73741

North Star Group of Companies
c/o Privatbanken International (Luxembourg) SA
25 Bvd. Royal, Luxembourg Tel 46275

Norway Fund Management A/S
Skipperg 29 0154, Oslo 1, Tel. 618100, Norway

PFC Internatl Portfolio Fd Mngt Ltd
PO Box 30927, Hong Kong 5-7908448

Pacific Basis Fund
10a Boulevard Royal, Luxembourg

Pacific Growth Fund
2, Boulevard Royal, Luxembourg Tel. 4791

Parinter Bond Fund SA
10a Boulevard Royal, Luxembourg

Perpetual UT Mngrs (Jersey) Ltd
PO Box 459, St Helier, Jersey 0534 74517

Phoenix International
PO Box 77, St Peter Port, Guernsey 0481 23539

Premium Life International Ltd
Berthelot House, Guernsey, CI 0481 26618

Prestige Management S.A.
20 Boulevard Emmanuel Servais, Lux. 010 352 21902

Providence Capitol International Ltd
PO Box 121, St Peter Pt, Guernsey 0481 26726/9

Putnam International Advisers Ltd
10-12 Cork St, London W1 01-439 1391

Quantus Fund
10a Boulevard Royal, Luxembourg

Quilter/Heinold Commodities
31-45 Gresham St, London EC2V 7LH 01-600 4177

Quilter International Management Ltd
PO Box 208 St Peter Port, Guernsey 0481 26268

Rea Brothers (IoM) Ltd
29 Athol St, Douglas IoM 0624 29696

Rothschild Asset Management (CI)
St Julian's Ct, Guernsey 0481 26741

Rothschild Australia Asset Mgmt Ltd
17 Bridge St, Sydney 2000, Australia

Rouse Woodstock (Bermuda) Limited
POB 1179, Hamilton, Bermuda 809 295 2244

Royal Bank of Canada Funds
RBC Offshore Fund Managers Ltd
PO Box 246, St Peter Port, Guernsey 0481 23021

Royal Trust International Fd. Mngt. Ltd(x)
PO Box 194, St Helier, Jersey 0534 27441

SCI/TECH SA
2 Boulevard Royal, Luxembourg

Sabre Futures Fund Ltd
c/o 135 Cannon St, London EC4 01 621 0156

Save & Prosper International
PO Box 73, St Helier, Jersey 0534 73933

Scandinavian Bk Fd Mgrs Ltd
PO Box 1984, Grand Cayman, BWI 809-94-98244

Schroder Mngt Services (Jersey) Ltd
PO Box 195, St Helier, Jersey 0534 27561

J. Henry Schroder Wagg & Co Ltd
120 Cheapside, London EC2 01 382 6000

Schroder Fin. Mgmt. Intl. Limited
Box 273 St Peter Port, Guernsey 0481 28750

Scrimgeour Kemp-Gee Mngmt., Jersey
1 Charing Cross, St Helier, Jersey 0534 73741

Securities Selection Ltd
Bermuda House, St Peter Port, Guernsey 0481 26268

Sentry Assurance International Ltd
PO Box 1776, Hamilton 5, Bermuda 55303

Seoul International Trust
Fund Man: Korea Invest Trust Co Ltd
c/o Vickers da Costa Ltd, King William Street, London, EC4 01-623 2494

Seven Arrows Fund NV
62 de Ruyterkade, Curacao, Netherlands Antilles

Singer & Friedlander Ldn. Agents
21 New St, Bishopsgate, EC2M 4HR 01-623 3000

Standford International Ltd
PO Box 44, Guernsey, CI 0481 27111

Societe Generale Merchant Bank plc
60 Gracechurch St, London EC3V 0ET 01-626 4621

Standard Bank Fund Managers
119 Cannon St 01-623 9292 Anthony Wagg

Standard Chartered Off. Money Mkt Fund
PO Box 122, St Helier, Jersey 0534-74454

Strategic Metals Corp plc Metal Funds
5 Burlington Gdns, London W1X 1LE 01-734 6102

Strategic Metal Trust Mngrs. Ltd
48 Athol Street, Douglas, IoM 0624 26866

Stronghold Management Limited
PO Box 315, St Helier, Jersey 0534-70152

TSB Trust Funds (CI)
26 Hill St, St Helier, Jersey (CI) 0534 73494

Taiwan (ROC) Fund
c/o Vickers da Costa Ltd, King William St, London EC4 01-623 2494

Target Investment Management Limited
Target Hse, Gatehouse Rd, Aylesbury, Bks. (0296) 5941

Thornton Management Ltd.
16 Finsbury Circus, London EC2M 7DJ 01-638 4761

Tokyo Pacific Holdings NV
Intimis Management Co NV, Curacao

Tokyo Pacific Hldgs. (Seaboard) NV
Intimis Management Co NV, Curacao

Top Brand Fund International
Managers: PO Box 190, St Helier, Jersey. 0534 74715

Tyndall Guardian Managers (Jersey) Ltd
2 New St, St Helier, Jersey 0534 37331/3

Tyndall International Assurance Ltd
Albert House, St Peter Port, Guernsey 0481 27066

Tyndall-Guardian Mngt Ltd
PO Box 1256, Hamilton, Bermuda

M. G. Tyrrell & Co. Ltd.
PO Box 415, London W13 9NY.

US Federal Securities Fund SA
2 Boulevard Royal, Luxembourg Tel: 47912

US Pacific Stock Fund
15 Avenue Emile Reuter, Luxembourg

U.S. Treasury Securities Fund Ltd
PO Box 48, St Peter Port, Guernsey, 0481 23021

Unico Invest Fd Mgt Co SA Lux
London & Continental Bankers Ltd
2 Throgmorton Ave, London 01-638 6111

Union-Investment-Gesellschaft GmbH
Postfach 16767, D 6000 Frankfurt 16.

Unit Trust Services (Jersey) Ltd
PO Box 194, St Helier, Jersey 0534 72936

United Fund Managers Ltd
GPO Box 590, Hong Kong 5-231417

Viking Fund—SICAV
20, Boulevard Emmanuel Servais, Luxembourg

Warburg Investment Management Jersey Ltd
39-41 Broad St St Helier, Jersey, CI 0534 74715

Warburg Inv Mngmt (Isle of Man) Ltd
1 Thomas Street, Douglas, Isle of Man 0624 74856

Wardley Fund Managers (Jersey) Ltd
HK Bk. Bldg, Grenville St, St Helier 0534 71460

Wardley Investment Services Ltd
4th Floor, Hutchison House, Hong Kong

WestAvon Secs. (Guernsey) Ltd
Borough Hse, St Peter Port, Guernsey 0481 27963

World Bond Fund
Managers PO Box 199, St Helier, Jersey 0534 74715

World Fund S.A.
2 Boulevard Royal Luxembourg

World Wide Growth Management
10a, Boulevard Royal, Luxembourg

Yamaichi Dynamic Mngt Co SA
10A Boulevard Royal, Luxembourg

Zero Bond Fund Limited
PO Box 208 St Peter Port, Guernsey 0481 26268

Money Market Trust Funds

	Gross	Net	Gr Equiv CAR	Int Cr
The Charities Deposit Fund 77 London Wall, London EC2N 1DB 01-588 1815				
Deposit	12.40			3 Mth
The Money Market Trust 63 Qn Victoria St, EC4N 4ST 01-236 0952				
Call Fnd	13.02	9.73	14.35	6mth
7 day Fnd	12.94	9.67	14.24	6mth
Oppenheimer Money Management Ltd 66 Cannon St, EC4N 6AE 01-236 1425				
Call Fnd	12.58	9.40	13.74	6-Mth
7-day Fund	12.81	9.58	14.01	6-Mth
Dollar	6.43			6-Mth

Money Market Bank Accounts

	Gross	Net	Gr Equiv CAR	Int Cr
Adam & Co. plc 22 Charlotte Sq, Edinburgh EH2 4DF 031-225 8484				
Full Service Cur Acc.	11.50	8.50	12.53	Qtr
Aitken Hume 30 City Road, EC1Y 2AY 01-638 6070				
Treasury Acc	12.00	8.97	13.26	Qtr
Mth Int Chq	12.00	8.97	13.36	Mth
Allied Arab Bank Ltd 97-101 Cannon St, London, EC4N 5AD 01-283 9111				
HIBCA	12.60	9.42	14.05	mth
Bank of Scotland 38 Threadneedle St, EC2P 2EH. 01-628 8060				
Money Mkt Cheque Acc	11.05	8.25	12.24	Mth
Barclays Prime Account PO Box 125, Northampton 0604 252891				
High Int Cheque	11.50	8.50	12.54	Qtr
Britannia Investment Services Ltd. 74-78 Finsbury Pavement, EC2A 1JD 01-588 2777				
Cater Allen	12.00	8.97	13.354	Mth
Charterhouse Japhet plc 1 Paternoster Row, EC4M 7DH. 01-248 3999				
Sterling	12.25	9.16	13.64	Mth
U S. Dollar	7.25	7.25	7.50	Mth
German Marks	4.25	4.25	4.33	Mth
Swiss Francs	1.50	1.50	1.51	Mth
Japanese Yen	5.00	5.00	5.12	Mth
Citibank Savings St Martins Hse, Hammersmith Grove 01-741 4941				
Money Market Plus		9.05	13.47	Mth
Co-operative Bank Cheque & Save 78-80 Cornhill EC3 01-626 6543				
£500-£2 500	9.50	7.10	10.41	Qtr
£2,500 +	12.06	9.02	13.39	Qtr
Dartington & Co Ltd Dartington, Totnes, Devon TQ9 6JE 0803 862271				
Money Mkt Acc	12.00	8.97	13.24	Qtr
Edward Manson & Co Ltd 9 Henrietta Place W1M 9AG 01-631 3313				
Cheque Deposit Acc	12.50	9.34	13.93	Mth
Henderson/Bank of Scotland 38 Threadneedle St EC2P 2EH 01-628 8060				
Money Mkt Cheque Acc	11.05	8.25	12.24	Mth
Legal & General (Money Mngrs) Ltd 355 Euston Road, NW1 3AG 01-388 3211				
High Int Dep Acc	12.04	9.00	13.18	6-mth
Lloyds Bank PLC 71 Lombard St, London EC3P 3BS 01-626 1500				
HighIntCheque Account	11.75	9.00	13.30	Qtr
Lombard North Central PLC 17 Bruton St, W1A 3DH 01 409 3434				
14-Day Notice	12.00	8.970	12.814	
M & G/Kleinwort Benson 91-99 New London Rd, Chelmsford. 0245 51651				
H I C A	12.00	8.97	13.37	Daily
Midland Bank plc PO Box 2, Sheffield. 0742 20999 Ext 8655				
High Int Chq Acc	11.71	8.75	12.92	Qtr
£10,000 +	12.04	9.00	13.30	Qtr
Oppenheimer Money Mgmnt Ltd 66 Cannon St, EC4N 6AE 01-236 1425				
Money Mngt. Acct	12 125	9.06		3-Mth
Phillips & Drew Trust Ltd 120 Moorgate, London EC2M 6XP 01-628 9771				
High Int Chq Acc	12.75	9.53	14.11	Qtr
Provincial Trust 30 Ashley Rd, Altrincham Cheshire 061-928 9011				
High Int Chq Acc	12.50	9.34	13.82	Mth
Royal Bank of Scotland plc 24 Lombard St, London EC3V 9BA 031-557 0201				
Premium Account	12.05	9.00	13.31	Qtr
Save & Prosper/Robert Fleming 28 Western Rd, Romford RM1 3LB. 0708 66966				
H I B A	11.70	8.75	13.06	Daily
Tyndall & Co 29-33 Princess Victoria St, Bristol 0272 732241				
Demand Acc	12.30	9.19	13.59	Qtr
Money Acc	12.04	9.00	13.29	Qtr
J. Henry Schroder Wagg & Co Ltd Enterprise House, Portsmouth 0705 827733				
Special Acc	12.00	8.97	13.36	Mth
Over £10,000	12.25	9.16	13.64	Mth
Western Trust & Savings Limited The Moneycentre, Plymouth PL 1SE 0752 24141				
High Int Chq Acc	12.56	9.39	13.90	Qtr

NOTES—Gross rate to those exempt from composite rate of tax. Net: actual rate after deduction of CRT. Gr Equiv CAR: Gross equivalent to basic rate taxpayers, compounded annual rate. Int Cr: frequency interest credited.

NOTES

Prices are in pence unless otherwise indicated and those designated $ with no prefix refer to U S dollars. Yields % (shown in last column) allow for all buying expenses. a Offered prices include all expenses. b Today's prices. c Yield based on offer price. d Estimated. g Today's opening price. h Distribution free of UK taxes. p Periodic premium insurance plans. s Single premium insurance. x Offered price includes all expenses except agent's commission. y Offered price includes all expenses if bought through managers. z Previous day's price. * Guernsey gross. ‡ Suspended. ♦ Yield before Jersey tax. † Ex-subdivision. ‡‡ Only available to charitable bodies. ϕ Yield column shows annualised rates of NAV increase. xd ex dividend

TRADITIONAL OPTIONS

3-month call rates

Industrials	p		p
Allied-Lyons	28	Marks & Spencer	13
BAT	26	Metal Closures	14
BOC Grp	27	Midland Bk	35
BSR	8	NEI	10
BTR	33	Nat West Bk	55
Babcock	13	P & O Dfd	35
Barclays	33	Plessey	14
Beecham	30	Polly Peck	21
Blue Circle	50	Racal Elect	15
Boots	24	RHM	12
Bowaters	30	Rank Org Ord	35
Brit Aerospace	32	Reed Intnl	60
Brit. Telecom	17	Sears	11
Brown (J.)	3½	TI	35
Burton Ord	45	Tesco	24
Cadburys	13	Thorn EMI	34
Charter Cons	18	Trust Houses	12
Comm Union	23	Turner Newall	9½
Courtaulds	13	Unilever	90
Distillers	36	Vickers	35
FNFC	12	**Property**	
Gen Accident	55	Brit Land	14
Gen Electric	14	Land Secs	26
Glaxo	180	MEPC	26
Grand Met	30	Peachey	24
GUS 'A'	70	Samuel Props	15
Guardian	60	**Oils**	
GKN	20	Brit. Oil & Min	3½
Hanson Tst	18	Brit Petroleum	45
Hawker Sidd	36	Burmah Oil	27
ICI	42	Charterhall	4
'Imps'	16	Premier	5
Jaguar	27	Shell	55
Ladbroke	27	Tricentrol	18
Legal & Gen	60	Ultramar	18
Lex Service	24	**Mines**	
Lloyds Bank	35	Cons Gold	40
Lucas Inds	38	Lonrho	12
		Rio T Zinc	50

A selection of Options traded is given on the London Stock Exchange Report Page.

LONDON SHARE SERVICE

BRITISH FUNDS

Interest Due	Stock	Price £	Last xd	Yield Int.	Red.
	"Shorts" (Lives up to Five Years)				
11Oct	11AprTreas. 10pcCnv 1986	99¾	xd5.3	10.02	12.64
19 Nov	19 MayExch. 10¼pc 1986	98 13/16	14.10	3.09	12.37
19 Nov	19 MayExch. 10¼pc 1986	99⅝	14.10	10.56	12.51
12Dec	12JanTreas 12pc 1986	100	5.11	11.99	11.70
10 Jan	10JulTreas 8½pc 1984-86	99¾	4.12	8.57	11.32
29 Apr	29 OctExch. 14pc 1986	101¾	23.9	13.78	11.11
21 May	21 NovExch. 2½pc 1986	95 15/16	12	2.62	9.42
22Jul	22JanExch 13¼pc 1987	101 5/16	12	13.01	10.82
10 Aug	10 FebTreas 10¾pcCv '87	99⅝	6.1	10.79	10.68
24Aug	24FebExch 21¼pc 1987	94⅝	20.1	2.60	8.84
6Oct	6AprExch. 10¾pc 1987	99⅞	xd3.3	10.51	10.67
1 Nov	1 MayFunding 4½pc '85-87	96¼	25.9	6.76	10.23
12Dec	12JanTreas. 10pc 1987	99⅛	5.11	10.09	10.72
14Jan	14JulTreas 3pc 1987	93¼	9.12	3.23	8.48
3May	3NovTreas. 12pc 1987	102⅞	27.9	11.78	10.68
26 Jul	26 JanTreas 7¾pc 1985-88	95¼	20.12	8.09	10.26
10Nov	10MayExch 10¾pc '88	100	4.10	10.59	10.49
14Dec	14JanTreas 9¼pc Cv '88	98	5.11	9.89	10.46
1Jan	1JulTransport 3pc '78-86	89⅝	25.11	3.37	8.30
25 Apr	25 OctTreas. 9½pc '88	97⅝	18.9	9.74	10.56
22 Aug	22 FebTreas 11½pc 1989	102⅞	16.1	11.18	10.33
18 Oct	18 AprTreas 9½pc Cnv. '89	98⅞	xd12.3	9.67	10.17
15Nov	15MayTreas 3pc 1989	85¼	9.10	3.51	8.30
14Dec	14JanTreas 10½pc 1989	100	17.11	10.46	10.31
1Feb	1AugExch 10pc 1989	99⅞	27.12	10.09	10.32
29 Mar	29 SepExch 11pc 1989	102	xd20.2	10.78	10.28
15 Apr	15 OctTreas 5pc 1986-89	88xd	10.3	5.68	9.00
15 May	15 NovExch 10¼pcCv '89	105¾		9.94	9.14
15 Jul	15 JanTreas 13pc 1990	109¾	9.12	11.99	10.06
12 Aug	12 FebExch 11pc 1990	103	16.1	10.71	10.16
22 Sep	22 MarExch 12½pc 1990	108xd	13.2	11.58	10.03
8 Nov	8 MayTreas. 3pc 1990	83¼	2.10	3.68	8.33
15 Dec	15 JanTreas 8½pc 1987-90	94⅞	8.11	8.74	9.89
25 Apr	25 OctTreas. 10pcCv 1990	99¾	18.9	10.03	10.05
22 May	22 NovExch 2½pc 1990	78¼		3.20	8.21
10Jul	10JanTreas 11¾pc 1991	106¾	4.12	11.06	10.05
	Five to Fifteen Years				
5Oct	5AprFunding 5½pc '87-91	89¼	xd3.3	6.43	8.34
25Apr	25OctExch. 11pc 1991	104¾	18.9	10.54	9.95
23Jly	22JanTreas 12½pc 1992	112⅞	18.1	11.32	9.85
21Aug	21FebTreas. 10pc 1992	101¼	15.1	9.86	9.68
7 Nov	7 MayTreas 9pc Cv 1992	103¼	1.10	10.18	9.81
25 Feb	25 AugExch. 12¼pc '92	110xd	2.1	11.30	9.98
22Mar	22SepExch 13½pc 1992	114½	xd13.2	11.58	10.06
15Oct	15AprTreas 10pc 1993 (L200pd)	95¾		9.96	9.82
14Jan	14JulTreas 12½pc 1993	110¾	9.12	11.09	9.97
15Mar	15SepFunding 6pc 1993	94¼		6.94	8.46
23May	23NovTreas 13½pc 1993	119¾	17.11	11.47	9.97
1 Sept	1 MayTreas 14pc 1994	125¾	23.1	11.59	9.86
27Oct	27AprExch 13½pc 1994	119¾	19.11	11.36	10.04
22Feb	22AugExch. 12½pc 1994	114¼	16.1	10.92	9.93
17May	17NovTreas 9pc 1994	96½	11.10	9.31	9.57
25Jul	25JanTreas 12pc 1995	111¾	19.12	10.73	9.94
1Nov	1MayGas 3pc '90-95	74¼	25.9	4.04	6.84
21Jan	21JulExch 10¼pc 1995	102¾	16.12	9.98	9.79
15Jan	15JulTreas 12½pc 1995	117½	9.10	10.89	9.89
22Jly	22JanTreas. 14pc '96	124¼	16.12	11.23	9.99
15Sep	15MarTreas 9pc 1992-96	96½	6.2	9.33	9.55
30Nov	30MayTreas 15¼pc 1996	133¼	27.9	11.44	9.96
15Nov	15MayExch 13¼pc 1996	121¾	9.10	10.89	9.84
1Apr	1OctRedemption 3pc 1986-96	89¼	xd2.2	3.74	5.49
22Jul	22JanTreas 11¾pc 1997	122¼	16.12	10.85	9.87
21Feb	21FebExch 10½pc 1997	104¾	15.1	10.03	9.78
1Mar	1SepTreas 8¼pc 1997	94¾	23.1	9.27	9.56
27Apr	27OctExch. 15pc 1997	133½	20.9	11.24	10.04
19 Jul	19 JanExch. 9¾pc 1998	108¾	11.12	9.71	9.91
1Nov	1MayTreas 6¾pc 1995-98	87¾	25.9	8.24	9.27
30Mar	30SepTreas 15¼pc '98	138⅞	xd21.2	11.16	9.99
20May	20NovExch. 12pc 1998	115¼	14.10	10.40	9.84
15Jul	15JulTreas 9½pc 1999	99¾	9.12	9.59	9.56
26Sep	26MarExch 12¼pc 1999	117⅞	xd17.2	10.41	9.2
19Nov	19MayTreas. 10½pc 1999	106	14.10	9.91	9.68
22May	22NovConversion 10¼pc 1999	104	1b.10	9.90	9.71
3Sept	3MarCv 9pc 2000 (£25pd)	87¾		9.35	9.50
14Jan	14JulTreas 13pc 2000	120¾	9.12	10.47	9.83
26Feb	26AugTreas 10pc 2001	105¾	20.1	9.64	9.52
	Over Fifteen Years				
22Nov	22MayTreas. 14pc '98-01	128¾	16.10	10.93	9.61
10Feb	10AugConversion 9½pc 2001	101¼	6.1	9.39	9.47
22Jul	22JanExch. 12pc '99-02	116¼	16.12	10.33	9.76
11Oct	11 AprConversion 12pc 2002	118xd	5.3	9.61	9.51
26Feb	26AugTreas 9½pc 2002	102¾	21.1	9.54	9.48
25Jan	25JulTreas. 13¾pc 2000-03	129¾	19.12	10.61	9.85
	8 SepTreas 10pc '03 (£35pd)	46½		9.52	9.41
19Sep	19MarTreas. 11½pc 2001-04	115xd	10.2	10.00	9.59
15Apr	15OctConversion 9½pc 2004	104¼	14.10	9.57	9.48
18 Apr	18 OctConversion 9½pc 2005	56	9.12	6.25	9.47
18Apr	18OctCon 9½pc'05 A (£20pd)	100¾		9.45	9.44
20 Mar	20 SepExch. 10½pc 2005	101¼	xd12.3	9.39	9.38
21May	21NovTreas. 12½pc 2003-05	25¼		9.31	9.27
5Apr	5OctTreas 8pc 2002-06	109¾	xd11.2	9.61	9.45
22Jly	22JanTreas. 11¾pc 2003-07	124¾	15.10	10.06	9.61
26Sep	26MarTreas. 13½pc '04-08	138	16.12	9.57	9.64
10Mar	10SepTreas. 9½pc 2006-12	132¼	xd17.2	10.17	9.64
26Jly	26JulTreas. 7¾pc 2012-15	64¼	3.2	8.22	8.72
12Jan	12DecExch 12pc '13-17	87¾	20.12	8.84	8.95
	12Jan 12DecExch 12pc '13-17	126¾	5.11	9.48	9.30
	Undated				
1Feb	1AugConsols 4pc	43½	27.12	9.28	—
1Jan	1DecWar Loan 3½pc£	38¾	25.10	9.00	—
1Apr	1OctConv. 3½pc '61 Aft	49½	xd24.2	7.09	—
5Apr	5OctTreas. 3pc '66 Aft	32¾	xd3.3	9.20	—
5Ja Ap Jy	5OctConsols 2½pc	27¾	xd3	9.09	—
1Apr	1OctTreas 2½pc	27½	xd24.2	9.13	—
	Index-Linked	(b)		(1)	(2)
30 Sep	30 MarTreas. 2pc '88	118¼	xd21.2	3.18	4.76
25 Jul	25 JanDo. 2pc '90	107¾	(393.9)	3.51	4.36
16Mar	16SepDo. 2pc '96	112¼	(267.9)	3.91	4.25
14Mar	24SepDo. 2½pc '01	98½	xd17.2	3.62	4.07
20Nov	20MayDo. 2½pc '03	97¾	14.10	3.74	3.97
19Jan	19JlyDo. 2pc '06	109¾	13.12	3.64	3.83
20Nov	20MayDo. 2½pc '09	96	14.10	3.59	3.77
23Feb	23AugDo. 2½pc '11	101	17.1	3.59	3.77
16Feb	16AugDo. 2½pc '13	94¾	10.1	3.48	3.64
26Jan	26JlyDo. 2½pc '16	91¼	20.12	3.45	3.61
16Oct	16AprDo. 2½pc '20	98xd	10.3	3.40	3.55

Prospective real redemption rate on projected inflation of (1) 10% and (2) 5%. (b) Figures in parentheses show RPI base month for indexing, i.e. 8 months prior to issue. RPI for June 1985; 376.4 and for January 1986; 397.7.

INT. BANK AND O'SEAS GOVT STERLING ISSUES

4 Jan	4 JulAfrican Dv Bk 11¼pcLn 2010	107	5.12	10.40	10.32
24Mar	24SepAsian Dev Bk 10¼pcLn2009	102¾	21.2	10.03	10.17
28Jan	28JlyAustralia 11¾pc 2010	128¾	30.12	10.51	10.28
26Apr	26OctEC 9pc 2012	111¼	26.9	10.21	10.15
23Mar	23SepEuro Inv Bk 11pc Ln 2002	108⅞	xd24.2	10.10	9.89
22Mar	22NovFinland 10¼pc 2004	104¼	22.10	9.96	9.88
16May	16NovFinland 14¼pc Ln 1986	100¼	2.10	—	—
8Jan	8JulIntr-Am Dev Bk 12½pc 2003	119¼	9.12	10.48	10.09
15 May	15 NovDo. 9¾pc Ln 2015	97¼	16.10	10.00	10.01
6May	6NovInt. Bank 13½pc 1986	108¾	7.10	—	—
31Mar	30SepDo. 14pc Ln 1987	102⅞	xd28.2	13.61	11.01
31 Jan	31JulNdysia 10¼pc Ln 2009	93½	2.1	11.54	11.61
3Jan	3JulDo. 12¼pc Ln '88	101¾	4.12	12.05	11.40
1Mar	1SepIrish 16½pc 2008	99¼	xd30.1	16.58	16.69
29Jly	29DecIRT 14¼pc 1987	103½	29.12	13.73	10.98
4May	4NovDo. 11¼pc 2008	109¾	10	10.36	10.25
25May	25SepDo. 10½pc 2014	111¼	xd21.2	10.35	10.28
22 Jan	22 JlySweden 13½pc Ln 2010	127¾	24.12	10.57	10.34
15Jan	15JanDo. 11¾pc Ln 2012	106¾	16.12	10.29	10.24

CORPORATION LOANS

20 May	20 NovBurmingham 13½pc 1989	109¼	18.10	12.32	10.28
15May	15NovDo. 11½pc 2017	110¾	15.10	10.38	10.30
1Jan	1DecBurnley 13pc 1987	101¾	1.11	12.76	11.28
24Apr	24OctCardiff 11pc 1986	99⅝	26.9	11.04	11.59
15Feb	15AugGLC 6½pc 1990-92	85¼	15.1	7.89	10.04
1Feb	1AugHerts 6¾pc 1985-87	95½	2.1	7.04	10.07
1Apr	1OctLeeds 13½pc 2006	126¼	10.9	10.60	10.07
1Ja Ap Jy	1OctLiverpool 3½pc Irred.	34¾		10.29	9.91
11Jan	11DecLCC 5½pc '85-87	94¼	11.11	5.81	10.17
10Jan	10JlyDo 6¼pc '88-90	89¼	10.12	7.64	10.16
1Mar	1NovSt Do. 3pc '20 Aft	25xd	3.2	12.16	—
25Apr	25OctManchester 11½pc 2007	109¾	15.10	10.46	10.35

COMMONWEALTH & AFRICAN LOANS

1Jan	1JulNZ 7¼pc 1988-92	86	2.12	8.42	10.31
15Jan	15DecDo. 7½pc '83-86	98¾	15.11	7.58	11.62
1Apr	1OctS Rhod 2½pc Non-Assd	19½	—	—	—
7Feb	7AugDo 4½pc 87-92 Assd	74	7.1	6.08	10.80
15Apr	15OctZimbabwe Aon (£100pd)	24¾	16.9	—	13.63

LOANS

Building Societies

31 Mar	25 SeptNwide 12½pc 31.3.86	100xd	3.3	12.37	12.35
21 Apr	15 OctDo. 12¼pc 21.4.86	99⅞	16.9	12.26	12.38
12May	7NovDo. 12½pc 12.5.86	99⅞	8.10	12.38	12.53
9Jun	3DecDo. 12½pc 9.6.86	100	4.11	12.50	12.15
30 Jun	24 DecDo.12¼pc 30.6.86	99⅞	25.11	12.33	12.47
15Jun	21JulDo. 11¾pc 21.7.86	99⅞	18.12	11.94	12.03
5Feb	11AugDo 11½pc 11.8.86	99¼		11.40	11.99
27 Feb	1 SepDo. 11¼pc 1.9.86	99¼	xd8.1	11.27	11.72
9Mar	15SepDo. 11¼pc 15.9.86	99¼	xd7.2	11.46	11.72
14Apr	20OctDo 11¼pc 20.10.86	99¼		11.40	11.77
11May	17NovDo. 11¾pc 17.11.86	99⅞		11.64	11.76
9June	15DecDo 11¾pc 15.12.86	99¾		11.57	11.59
12Jan	6JlyDo 12pc 12.1.87	100¼		11.94	12.46
9Feb	3AugDo 12¼pc 9.2.87	100¼	—	12.67	11.44

Public Board and Ind.

1Jan	1JlyAgric. Mt. 5pc '59-89	84	2.12	5.94	10.86
1Mar	1SepMet. Wtr. 3pc '83	42¼	xd3.2	7.10	10.07

Financial

11Jan	11JlyIrv-n Ind 11pc Un.Ln '88	102¾	25.11	10.73	9.50
11Jan	11JlyDo. 11¼pc Un. Ln. '90	105¾	25.11	11.14	10.00
30Sep	31DecDo 7½pcAbDe89-92	87	11.11	8.33	10.00
14Mar	14SepDo. 12½pc Un. Ln 1992	107¼	10.2	11.63	10.80
31Mar	30SepDo 7¼pcLA '91-94	82¼	xd24.2	8.79	10.40
31 Mar	30 SepDo 9pcLA '91-94	91	xd24.2	9.89	10.65
31Apr	28FebDo. 8¾pcLn '92-97	89¼	xd13.1	9.92	10.50

FOREIGN BONDS & RAILS

Interest Due	Stock	Price £	Last xd	Div % Gross	Red. Yield
—	Chinese 4½pc 1898	22	—	—	—
31Mar	30SepDo 5pc 1912	22	—	—	—
1Jan	1JulDo. 5pc 1913	21	—	—	—
15Jan	15JlyDo 5pc '25 Bond	10	—	—	—
1Apr	1OctGreek 7pc Ass.	52	1.11	3½	16.77
1Feb	1AugDo 6pc 28 Stb. Ass.	52xd	3.2	3	15.89
1Apr	1OctDo 4pc Mixed Ass	50	1.10	2	14.02
1May	1NovHung. '24 Ass	72	1.5	2.75	3.58
31May	30NovHydro Quebec 15pc 2011	136¼	1.11	15.00	10.74
30Jan	31DecIceland 6½pc '83-88	89	6.12	14.5	14.10
31Jan	31JlyDo. 14½pc Ln. 2016	128¾	xd7.2	14.5	11.18
1Mar	1SepNetherland 4½pc '91-96	98¼	xd3.1	—	9.95
30June	31DecJapan 6% '83-88	94	31.12	6	11.20
1Apr	1OctPeru Ass. 2007	16¼	xd6.12	5.22	9.82
1	MayTerm 9pc 1991	102	1.5	9	12.00

AMERICANS

Dividends Paid	Stock	Price £	Last xd	Div Gross	C'vr	Y'ld Gr's
Fb My Ag	NrAbbott Lab.$1	51⅝	10.1	$1.40	—	1.9
Mr Je Se De	AlbanyInt (H.F.)	43¾	19.11	$1.20	—	2.3
F My Ag	NiAlcoa $1	30½	30.7	$1.20	—	2.8
—	AlleghenyL & W $0.01	14¼		6c	—	0.3
Mr Je Se	DcAllied Signal $1	35	6.8	$1.80	—	3.7
Mr Je Se	DcAmax $1	14½		—	—	—
Nv Mr	JnAgricultural $5	107¾	5.11	20c	—	1.3
Mr Je Se	DeAmer. Cyanamid $5	46¼	29.2	$1.90	—	3.0
Fb My Ag	NvAmer Express $0.60	46¼	31.12	$1.36	—	2.1
Fb My Ag	NvAmercan T & T. $1	15¼	26.3	$1.20	—	5.5
Fb My Ag	NvAmerotech $1	60¼	—	$6.60	—	5.9
—	AmfacII	19¾	11.84	—	—	—
—	AmdTechII	37½	—	—	—	—
Fb My Au	NiBankamerica $1.25	29¼	27.12	h1.48	—	3.6
Ap Jy Ok	JaBankers N Y $10	71¾	11.9	12c	—	1.2
Ja Ap Jy	OcBASF Corp	83¼	27.3	$7.20	—	6.2
My Au	NiBell Atlantic $1	14¼	11	—	—	—
Mar Jun	SDecBeth Steel $8	20¼	xd5.3	72c	—	2.6
Oc Ja	AoJnBowater Inc.	25½	17.9	h64c	—	1.8

AMERICANS—Cont.

Dividends Paid	Stock	Price £	Last xd	Div Gross	C'vr	Y'ld Gr's
F My Au	NiBrunswick	20¼	14.1	50c	—	0.7
Jan Ap Jy	OcPC Inds. 25c	44½	25.9	$2.20	—	3.6
Mr Ju Se	DecCSX Corp U.S $1.00	24½	24.2	$1.16	—	3.4
Mr Je Se	DcCalFed Inc $1.00	22¾	11.2	32c	—	1.0
Oc Ja Ap	JyCampbell Soup 30c	34¼	6.1	$1.32	—	2.6
F My Au	NiCaterpillar Tractor$1	34¼	16.10	50c	—	1.0
Ja Ap Jy	OcCeneco Corp. 25c	34⅝	30.8	4c	—	0.8
Fb.My.Ag.Nv.	NiChase M'hat $12.5	31¼	28.1	h$2.05	—	4.6
Ap Jy Oc	JaChemical New York	34¼	11.3	$2.48	—	5.1
Mar Jun	SDiChesebrough-Pond's $1	38¾	27.2	$2.00	—	4.8
Mar Jun	SDiChrysler $6¼	26½	12.3	h66.6c	—	1.8
My Au	NiFiCitcorp $4	39¾	24.12	$2.26	—	4.1
Fb My Ag	NvCityFed Fin. Corp.	93⅝	30.12	40c	—	3.1
F My Au	NiColgate-P $1	24¾	22.10	$1.36	—	3.9
Mr Je.Se.De.	CoIt Inds. $1	49¾	xd11.3	$2.50	—	3.6
—	CorsFreightwy $0.625	31¼	4.2	$1.10	—	2.5
—	ContIllinois Corp $1	22½		—	—	—
—	ContIllinois Hldgs $1	50½	3.84	—	—	—
—	CorporateData Source	3½		—	—	—
Ja Ap Jy	OcCrown Zell. $5	31½	5.12	$1.00	—	2.3
—	CuteNet Stwr $0.1	9⅝		—	—	—
—	DansonOil 40c	14⅝		—	—	—
Mar Jun	SDiDana Corp. $1	22½	xd8.2	$1.28	—	4.1
—	DataGeneral	25¾		—	—	—
—	DetermLock Medical	22½		—	—	—
Mr Je So	DcDun & Bradstreet $1	73½	17.2	$1.88	—	1.9
F My Au	NiEaton Corp 50c	51	29.1	$1.60	—	2.3
Mar Jun	SDiEXxon	36¾	7.11	$3.60	—	7.0
MrJnSepDec	FiFL Group $0.01	28	25.2	$1.96	—	7.0
—	FarmerI Fin	14⅝		—	—	—
F May Au	NiFin Corpn. Amer. 50c	38½	25.6	—	—	—
Jan Apr	JyOFirst Chicago $5	21¼	4.3	$1.32	—	4.5
Mar Jun	SDFord Motor $2	49½	27.1	$2.80	—	4.1
Mar Jun	SDGATX 62½c	27½	25.2	$1.20	—	3.2
April	OcGen Elect $1¼	52¾	3.12	$2.32	—	3.2
Mar Jun	SDiGillette $1	56¼	29.1	$2.60	—	3.3
Fb My.Aug.Nv	OcGen First Svgs Bk $1	18½	25.10	$40c	—	1.6
Fe My.Au.No.	GiGen. Western Fin. $1	29¾	30.10	$1.00	—	2.4
Ja No Au	MyHasbro Inc $0.50	38¼	4.3	15c	—	0.4
—	HomeFederal $0.01	22½		—	—	—
Mar Jun	SDiHoneywell $1.50	52½	25.2	$2.00	—	2.7
No Au Ap	JnHospital Corp Am $1	26¾	30.12	50c	—	1.3
Mr Je Se	DcHouston Inds Inc	34¼	25.12	$4.64	—	9.0
Mar Jun	SDIBM Corpn $1.25	29¾	6.1	$1.40	—	3.5
Ap Jy Oc	JaIC Industries	29¾	4.2	$1.00	—	2.4
Ja Ap Jy	OcITT Corpn. $1	20⅝		—	—	—
—	Nimatron Inc	45¼	14.2	$2.60	—	4.1
Mar Jun	SDingerwill-Rand $2	14⅝	7.1	$1.00	—	1.4
Fb Ap Ag	NvJonson & J	119¾	11.2	60c	—	3.6
Mar Jun	SDiJ Inml. $1.15	36¾	11.2	60c	—	1.2
Mar Jun	SDiJockeyClub Cvs. $1	23¼	xd28.2	$1.90	—	5.8
May Au	NvKaufmn Stor Inds $1	17½	4.9	$1.00	—	4.0
Mar Jun	SDiLouisiana Land $0.15	18¼	26.2	$1.00	—	4.0
Jan Ap Jy	OcLowe's 50c	27¼	14.1	36c	—	0.9
Jan Ap.Jy	OcManuf Hanover $7½	36½	29.3	$3.20	—	6.6
Mr Je Se	DcMarin Manetta $1.00	25¾	4.12	h69c	—	2.5
Nov Mr	NiMerrill Lynch $1	28⅝	5.2	80c	—	2.0
—	MicrocomputerSterm	18¼		—	—	—
Ja Apr Ju	OctNiCon Corpn	37¼	xd14.3	$2.44	—	4.6
Jan Ap Jy	OcMorgan (JP) $2.5	52¼	18.9	$2.45	—	3.4
F May Au	NiNYNEX $1	79½	27.12	$6.4	—	5.8
Ja Ap Jy	OcPHH	23½	9.1	$1.00	—	3.1
Ap Jy Oc	JaPacific Gas & Elec $5	15¼	xd12.3	$1.72	—	5.1
Fb My Au	NiPacific Telesis $0.10	35¾	12.3	$5.40	—	6.1
Fe My Au	NoPall Corp 25c	26½		h26	—	0.7
Mar Jun	SDiPennzoil 83⅓c	35¼	25.2	$2.20	—	4.5
F Ap Au	NiPillsbury	48¼	29.1	$1.72	—	2.6
Jly Oc	JanQuaker Oats $5	47½	18.12	$1.40	—	2.1
Jan Apr	JlyORalston Purina $5	26¼	18.12	h1.08	—	3.0
F May Au	NiRenord $5	13½	10.2	44c	—	2.8
Mar Jun	SDiRockwell Int $1	28¼	13.11	$1.12	—	2.8
—	Roir Inds Inc $1	24¼		—	—	—
Oc Ja Ap	JySara Lee $1½	40¾	26.2	$1.60	—	2.8
Mr Ju Se	DeSaul IB F.) $1	11¼	14.1	20c	—	1.2
Fb My Ag	NoSouthwestern Bell $1	64	7.1	$6.00	—	6.7
Au No	FeMySperry Corpn $0.50	35¼	7.1	$1.92	—	3.9
Mr Je Se	DcSun Co Inc $1	34⅝	5.2	$2.30	—	4.5
Ma Ju Se	DcTRW Inc. $1¼	65¾	4.11	$3.00	—	4.6
Mr Jn Sp	OcTenneco $5	25¼	4.2	$3.04	—	8.6
—	Dec Do 10pcLn.Sk. 91-5	146	25.11	10¾	—	17.0
Mr Je Se	DcTexaco $6.25	19¾	2.5	$3.00	—	10.8
Mr Je Se	DcTime Inc. $1	49⅞	26.2	$1.00	—	1.4
Ja Ap Jy	OcTracor $0.33⅓	15¼	xd12.3	32c	—	1.5
Ja Ap Jy	OcTransamerica $1	26¾	27.12	$1.60	—	4.5
Fe My Au	NoTransworld Corp $5	38¼	10.5	0c	—	0.0
Ap No Fb	JnUnion Carbide $1	13	2.8	90c	—	5.0
Mr Je So	DcUnit. Tech	37¼	17.2	$1.40	—	2.7
Mr Je Se	DeWUS Steel $1	26¼	10.2	$1.20	—	5.3
Fb My Ag	NoUS West $	67½	20.1	$6.08	—	6.5
Mr Je Se	DeWorthworth $1½	48¼	19.11	$1.80	—	2.7

CANADIANS

—	Abitibi Energy Corp	25¼		—	—	—
Fb My Ag	NvBk Montreal $	34¼	4.2	$1.96	—	6.9
Ja Ap Jy	OcBk. Nova Scot $	44⅞	30.12	h68c	—	5.3
—	BarrickRes Corp	46½		—	—	—
Ap Jy Oc	JaBCE $	19¾	xd1.3	$2.28	—	6.0
May	NovBow Valley	57½	15.12	20c	—	1.7
Ja Ap Jy	OcBrascan	23¼	29.1	$1.60	—	3.5
—	BreakwaterRes	31½		—	—	—
Fe My Au	NoCan Imp Bk. $2	37½	30.12	h$1.04	—	5.9
July	JanCan. Pacific $	49½	30.12	h48c	—	2.7
July	JanDo. 4pc Deb £100	36¼	11.11	4¾	—	11.0
Ja.Sp.Dec.	MyEcho Bay Mines	46½		20c	—	1.0
—	Golden Scepter Res.	42½		—	—	—
—	Goliath Gold Mines	46½		—	—	—
—	GrangesExpl	40½		—	—	—
Ja Ap Jy	OcGulf Can.	31¼	26.3	52c	—	3.2
Ap Jy Oc	JaHawker Sid Can	12½	15.11	9c	—	3.9
—	Hendys Group	22½		—	—	—
Mr Je Se	DcHudson's Bay $	13¾	23.12	60c	—	2.2
Nr Je Se	DeImperial Oil	22½	26.11	s$1.60	—	3.6
Jan.Ap.J.O.	IncoII	14¾	30.4	US$0.20	—	1.4
—	Iml. Corona Res	12		—	—	—
Fe My Au	NoWinland Nat. Gas $1	56½	30.12	60c	—	5.4
—	Massey-Fergusonl	13½	11.77	8—	—	—
—	Muscocha Expln	17½		—	—	—
June	DecPan Alpine	13¼	5.11	60c	—	2.3
Mr Je Se	DeRoyal Bk. Can. $	44½	21.10	$2.00	—	6.8
Se De Mr	JuSeagram$	36¼	14.2	US$0.80	—	1.6
F My Au	NoToronto-Dom. Bk $	11¾	23.12	84c	—	3.7
Ja Ap Jy	OcTrans Can Pipe	87

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INDUSTRIALS—Continued

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
July Jan	Midland Marts	166	25.11	4.0	2.1	5.4	12.7
Jan May	Mackell Cons	63½xd	10.3	4.25	1.5	9.6	(9.0)
—	Meals & Crane 10p	380	—	R2.7	2.7	3.9	13.8
Jul. July	Morgan Crucible	272	11.11	t8.5	1.6	4.5	18.4
May	Morris (WT) 'A' 20p	20½	—	Q0.5	♦	3.5	♦
Jan Aug	Moss (Robt.) 10p	182	25.11	13.0	2.7	4.2	11.0
July	Mysan Grp 10p	96	24.2	R2.63	3.4	3.9	18.2
Nov June	NMW Computers	305	24.2	6.0	♦	1.0	19.8
Mar. Sept	Nash Inds	34	13.1	Q5	—	2.1	—
—	Neil & Spencer 10p	24	3.81	—	—	—	7.2
Jan July	Newman Inds 10p	30	14.10	20.3	—	—	14.(3)
April Dec	Nolton	58	11.11	0.95	5.9	2.3	8.3
—	Norank Systems 5p	138	—	u3.0	2.4	3.3	18.1
Jan. Aug	Norcros	250	23.12	t8.6	2.0	4.9	13.6
Oct. April	Nu-Swift 5p	53	14.10	13.0	1.9	8.1	8.6
Feb. Aug	Oakwood Grp	95	27.1	5.0	1.3	7.5	13.2
Dec July	Office & Elect	218	28.10	t7.5	2.6	4.9	11.2
October	Oldacre 20p	98	10.2	t4.0	2.6	5.8	8.7
—	Optometrics $0.01	36	—	u002c	2.1	4.4	12.1
May Nov	Outlaw £1	675	30.9	24.5	♦	3.7	♦
Jan. June	Overstone 12½c	18	25.11	Q13.2c	1.9	10.5	5.0
May Nov	Ozalid 9pc Cnv 87-92	£264	15.4	Q9%	—	3.6	—
December	PCT Grp 10p	188	25.11	3.2	1.2	6.7	(26.6)
April	PLM 'B' Sk25	£20¾	13.4	Q23.2%	♦	3.2	♦
June Dec	PSM Intl	150	11.11	t0d5.25	2.5	5.0	10.3
—	Paler Systems $0.01	193	—	L3.84c	♦	1.6	♦
Apr. Dec	Pacific Sales 10p	77	16.9	3.0	2.1	5.6	10.1
May Nov	Park Place 10p	268	20.9	6.25	1.9	3.4	21.8
Apr Nov	Parker Knoll 'A'	370	30.9	t9.5	2.9	3.7	13.3
February	Parkfield Group 5p	375	23.12	12.4	2.4	0.9	62.7
—	Paxton Intl	42					
Aug. Feb.	Do 11pc CvLn '04-02	£112	10.2	Q11%	—	19.8	—
June Nov	Pearson	485	16.9	t18.5	3.0	2.5	17.3
—	Peek Holdings 7p	38					
May Oct	Peerless	100	10.2	6.3	—	9.0	—
July Nov	Pentland 10p	445	2.9	h0.87	20.4	0.3	20.0
May Dec	Photo-Me	£30	24.2	t5.08	8.3	0.7	21.5
Feb Aug	Pilkington Br. £1	452	22.12	12.5	2.5	4.0	11.2
June Dec	Pitney-Bowes Cnv Ln	£355	25.11	Q5%	—	1.6	—
Sept. April	Plastic Constr. 10p	69	24.2	2.8	2.0	5.8	12.1
—	Platignum 5p	8	5/82	B—	—	—	—
Sept Feb	Plaxon Intl	195	27.1	t2.8	3.2	3.0	11.7
—	Polymark 10p	14	9/81	B—	—	—	—
June Dec	Do. CnvPfA £1	56	6.6	10%	—	25.5	—
Jan. July	Portals	755	11.11	t18.5	3.0	3.5	13.4
Jan. Sept	Powell Duff. 50p	286	25.11	14.0	1.3	7.0	15.7
Apr Nov	Prestwich	157	11.11	h0.53	7.8	0.5	34.8
Nov July	Pritchard Svs	69	14.10	3.8	1.9	7.9	(8.5)
November	Promoter 5p	44	24.2	1.0	4.1	3.3	10.6
—	Quester System $0.10	£10					
Feb. Sept	RFD Group 10p	110	27.1	t3.72	2.4	4.8	12.4
Jan. Aug	Radiant Metal	128	23.12	2.5	0.7	2.8	—
June Nov	Ramco Oil 10p	38	30.9	0.7	5.4	2.6	9.4
Nov. Apr	Rank Org	520	24.2	15.0	1.8	4.1	16.1
—	Ransom-Rapola Oy	250	—	Q10%	♦	5.6	♦
Jan. July	Reckitt & Colman	757	11.11	t14.3	2.2	2.7	19.4
July Feb	Redfearn Glass	143	13.1	2.0	6.2	2.0	8.5
Jan. June	Reed Exec 10p	226	23.12	t3.0	4.3	1.9	17.4
Jan. Aug	Reed Intl £1	821	11.11	t18.5	2.7	3.2	14.2
Oct. June	Relyon	138	2.9	4.45	2.5	4.6	10.7
—	Renwick Group	265	8.80	—	—	—	75.9
Mar. Sept	Restmor	102	27.1	4.0	2.0	5.6	12.6
Nov. May	Reuters 'B' 10p	463xd	10.3	3.25	♦	1.0	♦
Feb Oct	Rexmore	25	21.2	11.0	2.1	♦	9.5
Apr Nov	Ricardo	158	24.2	t2.75	3.9	2.5	13.6
January	Robertson Rsch 10p	123	4.12	m2.1	3.1	2.4	9.5
—	Rock 10p	33½	6.80	—	—	—	75.8
Nov. May	Rockware	44	4.82	—	—	—	—
July	Rolfe & Nolan 10p	70	17.6	4.0	2.2	8.2	7.3
Dec June	Ropner	142	16.9	t6.25	2.4	6.3	9.4
Dec June	Do. 'A'	137	16.9	t6.25	2.4	6.5	9.0
—	Rotaprint 5p	6½	10.81				
Jan July	Do. 11½pc CvPf £1	120	6.78	B—			
Jan Aug	Russell (A.) 10p	124	25.12	1.32	1.6	1.5	58.4
—	Ryan Int 5p	33½	1.74	—	—	—	35.0
—	SAC Intl 10p	134	—	b1.5	3.8	1.6	23.1
Jan July	SI Group 5p	35	13.5				
Dec June	Sale Tilney	255	16.9	t4.67	3.0	2.6	15.6
Nov July	Sandhurst Mkt 10p	82	14.10	1.2	3.0	2.1	19.8
Jan Aug	Scapa Group	490	9.12	t11.0	2.7	3.2	13.1
Jy Oc Ja Ap	Schlumberger $0.01	£21½	17.3	$1.20	—	4.1	—
June Dec	Scott Robertson	107	28.10	2.5	3.3	3.3	12.9
December	Scott Greenham 10p	113	25.11	13.0	♦	3.8	♦
June Oct	Scot. Heritable	140	30.9	t2.5	3.4	2.6	14.3
April Sept	Securicor Group	150	24.2	0.97	♦	0.9	♦
Apr Sept	Do. 'A' N V	140	24.2	0.97	♦	1.0	♦
April	Securiguard Grp 5p	183	24.2	2.7	♦	3.7	♦
Apr Sept	Security Services	140	24.2	1.87	♦	1.9	♦
May Oct	Sharna Ware 20p	62	30.9	2.45	0.9	5.7	(29.8)
Apr Oct	Sheldon Jones	72	2.10	4.65	1.9	9.2	8.3
Dec May	Shiloh	168	11.11	t2.0	5.2	2.6	7.7
Apr Aug	Siddlaw Group	148	23.12	9.0	1.8	8.7	9.3
Oct	Siebe	800	10.2	t11.8	3.2	2.1	17.2
Jan July	Silentnight 10p	44	3.6	t2.75	1.3	8.8	11.3
April Dec	Sinclair (Wm.)	162xd	10.3	5.25	3.1	4.6	10.1
Jan July	Sketchley	438	25.11	15.5	1.8	5.0	14.9
Oct. May	Smith & Neph 10p	238	12.8	t3.79	2.1	2.3	24.3
Aug Dec	Smiths Inds 25p	298	25.11	4.5	2.6	2.2	23.2
June Feb	Sonic	45	25.11	1.5	2.0	4.8	14.0
—	Sonartec	75					
June	Sonesta Intl AB Sek25	£171½	13.6	t015%	♦	2.0	♦
Apr Aug	Sthn Bus Grp 10p	125	27.1	2.7	3.4	3.1	11.0
May Nov	Sparrow (G.W.) 20p	81	14.10	t0.75	1.5		69.6
Nov. Aug	Spear (J.W.)	215	13.5	4.0	2.6	2.7	19.9
July	Spong Hldgs 5p	17	24.2	0.1	11.0	0.8	13.5
Dec June	Spring Ram 10p	372	28.10	td1.65	6.1	0.6	27.3
Jan May	Staffs. Potts	117	30.9	4.0	2.1	3.7	16.0
June Dec	Do 10pcCnvRdPf £1	270	9.12	10%	5.1	5.3	—
June May	Stag Furniture	93	30.9	2.75	1.0	4.2	(5.6)
February	Stanlow Metalcraft	142	23.12	4.2	1.7	4.2	20.4
September	Std Fireworks	188	29.7	t3.85	3.3	5.1	8.4
—	Stanelco 10p	60					
—	Star Comp. 10p	55	9.84				
Oct June	Stat-Plus 5p	257	2.9	3.0	♦	1.7	♦
Apr Oct	Steetley	437	30.9	t12.0	2.6	3.9	13.6
Apr. Aug	Sterling Inds 2½p	110	25.12	t2.25	1.2	2.9	37.7
Apr. Nov	Stocklake	220xd	10.3	12.0	3.3	7.8	4.2
Apr. July	Stonehill Hlds	81	24.2	6.0	1.6	10.6	8.5
Oct. June	Sunlight Serv. 10p	202	14.10	t9.0	2.2	6.4	9.5
—	Sutcliffe Speak	39	1.79				
Nov June	Suter 5p	255	14.10	4.2	♦	2.4	♦
May	Swedish Match B SK50	£23	23.4	tQ21%	♦	1.3	♦
June Nov	Swire Pac A 60c	272	13.4	tQ12.8c	1.2	4.1	20.3
Feb Aug	Sycamore Hldgs	28	16.7				
Feb Oct	Syltone	195	23.12	10.0	2.1	7.3	7.8
—	Talbex 5p	6½	11.78	—	—	—	8.0
—	Tech Comp't Inds	213	—	R3.0	2.6	2.0	27.1
May	Technology for Bus.	130xd	10.3	4.62	♦	5.1	♦
Apr Aug	TSL Thrmal Synd	248	24.2	3.0	♦	1.7	♦
August	Th. Times Vn 5p	25	13.5	t0.5	2.9	2.9	20.6
October	Thermax	82	28.10	1.0	0.1	1.8	—
June Dec	Third Mile Inv	98	28.10	t1.9	2.7	2.6	14.8
Mr Jn Sp De	TNT A$0.50	161	25.11	M14d	2.8	4.2	8.4
Feb Oct	Tinsley (Eliza) 5p	51	23.12	2.8	4.3	8.1	7.8
January	Tiphook 10p	175	23.12	u3.73	2.1	3.0	(17.4)
May Oct	Tod 5p	148	25.3	12.75	3.3	2.8	15.4
Apr Oct	Tomkins (F.H.) 5p	240	10.2	2.25	3.3	1.3	32.4
Jan. Aug	Tootal (R.W.)	200	9.12	t7.5	3.4	5.4	7.9
June	Toye	113	6.4	3.0	2.9	3.9	11.2
Jan July	Trafalgar H 20p	330	9.12	11.5	2.5	5.0	(9.2)
Nov. May	Transport Dev	184	2.9	6.2	♦	4.9	♦
—	Tranwood 5p	18	17.6				
July	Triefus	81	3.6	0.05	—	0.1	—
Nov May	Turner & Newall £1	189	30.9	t2.5	3.7	1.9	16.2
June Dec	UDO Hldgs 10p	295	11.11	3.75	4.0	1.8	19.5
Feb Aug	Unitech 10p	220	23.12	t5.0	3.2	3.2	10.6
September	Unigroup 15p	112	29.7	1.1	3.0	1.4	—
Nov.	Unilever	£15¼	25.11	38.24	♦	3.6	♦
Dec	Un.v.NV Fl12	£65¼	11.11	Q74.1%	♦	1.9	♦
November	U. Guarantee 5p	20	28.10	0.5	—	3.6	—
Apr Oct	United Packaging 10p	105	24.2	t2.7	6.2	3.7	5.3
	For V. W. Thermax see Thermax						
Jan. Oct	Valor	220	25.11	t4.6	3.1	3.0	13.0
Mar Oct	Vinten Grp. 20p	150	10.2	3.1	2.5	3.0	15.5
—	WSL 5p	85	9.82				
Jan May	Wade Potts 10p	150	25.11	3.0	3.2	2.9	15.2
April	Do. Warrants AB FM60	£191	24.4	t08.3%	14.6	3.4	2.0
May Nov	Waterford 5p	122	16.9	t05.2%	♦	2.0	♦
Apr. Oct	Watshaw's 5p	175	10.2	t3.6	2.2	2.9	22.2
Feb. Aug	Watson R.K. 10p	265	23.12	t14.25	1.7		37.1
July Dec	Wedgwood	278	25.11	t7.5	3.0	3.9	13.1
July	Welpac 10p	16½	3.6	0.3	4.0	2.6	13.4
Jan Aug	West's Group Int.	116	22.12	t5.5	1.2	6.8	(18.8)
—	Westwood Dawes 'A'	39	2.80				
June Nov	Whatman R Angel 5p	260	30.9	t2.0	6.1	1.1	20.9
Feb. Aug	Whitecroft	288	23.12	t7.7	2.0	4.6	14.5
Mar Sep	Widney 4p	36	13.1	0.53	10.3	2.1	14.8
May Nov	Wilkes (J.)	173	30.9	t6.75	♦	5.7	♦
—	Wallaire Systems 2p	5½					
—	Williams Hldgs	600xd	10.3	8.0	♦	1.9	♦
—	Do 5pc Cum CvPf £1	258	—	5.0%	—	2.9	—
—	Williams (J.)	35	12.81				
July Nov	Wills Group	155	14.10	8.0	—	7.4	—
July Jan	Wolseley-Hughes	567	9.12	t10.5	3.5	2.8	16.4
May	Wood (Arthur) 5p	78	15.4	3.5	3.7	6.4	6.0
—	Worthington (A.J.) 10p	18	8.82				
April	Wyn Group	96	27.11	12.4	2.6	3.6	14.8
Nov June	Young (H.)	168	30.9	g2.7	2.3	2.3	20.5

INSURANCES

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
Nov	Abbey Life 5p	216	28.10	b6.6	—	4.4	—
Fe Ma Au No	Alexander & Alexander	£24⅛	26.2	t$1.00	—	3.0	—
Apr Oct	Do. 11pc Cnv $100	£72½	15.4	Q11%	—	F10%	—
July	Allianz AG DM50	£720	28.6	t22%	2.7	0.5	80.9
Ma Ju Se De	American Gen Corp	£28⅛	11.2	Q100c	—	2.6	—
Apr Oct	Bradstock Group 5p	270	24.2	15.25	2.4	2.8	21.6
May Sept	Britannic 5p	908	2.9	t25.5	—	4.0	—
Oct May	Bryant (Derek) 10p	260	16.9	8.1	♦	4.5	♦
Fe Ma Au No	Combined Int $1	£30⅛	29.7	Q$2.00	—	4.7	—
Nov. May	Comm Union	306	30.9	11.8	—	5.6	—
Apr Oct	Dewey Warren 10p	110xd	10.3	7.5	♦	9.7	♦
June Dec	Enma UK 9pcCnv	£450	23.12	Q9%	—	12.0	—
Jan. July	Equity & Law 1p	288	23.12	5.6	—	2.8	—
Mar Dec	FAI Insurances SA0.20	290xd	10.3	t08.4%	♦	0.1	♦
Jan July	Gen. Accident	870	11.11	22.0	—	3.7	—
Jan. May	GRE	840	11.11	t26.0	—	4.4	—
Jan. July	Heath (C.E.) 20p	652	25.11	t21.0	3.1	4.6	9.3
Oct. Mar	Hogg Robinson	330	13.1	t9.4	2.1	4.1	16.1
—	Howard Group 5p	290	10.2	7.45	2.4	3.7	16.3
Dec June	Legal & General	832	30.9	t21.5	—	3.7	—
Oct April	Liberty Life SA R1	£27	16.9	nQ300c	—	3.7	—
Fb.My.Ag.Nv	Lincoln Nat Cpn $1	£41⅛	—	Q$1.84	—	3.2	—
Nov May	London & Man	890	14.10	19.8	—	3.2	—
June Oct	London United 20p	350	16.9	13.0	2.1	5.3	12.9
F.M.A.N.	March McLen'n $1	£73⅛	2.7	Q$2.40	1.6	2.4	26.5
Nov July	Minet Hldgs 20p	245	14.10	t6.23	3.1	3.6	12.0
December	NZI Cpn $NZ0.50	54	9.12	Q17%	♦	5.7	♦
January	PWS International 10p	269	9.12	9.0	0.8	4.8	38.1
Oct. June	Pearl 5p	£14⅛	2.9	t38.0	—	3.7	—
Nov. May	Prudential	918	30.9	t22.5	—	3.5	—
Nov May	Refuge 5p	443	16.9	11.75	—	3.8	—
Jan. May	Royal	875xd	10.3	25.75	—	4.2	—
April Oct	Sedgwick Group 10p	385	16.9	11.0	♦	4.2	♦
May Nov	Steel Burrill J 10p	242	30.9	h3.75	2.5	2.2	25.5
Nov. July	Stewart Wr. 20p	382	30.9	19.0	1.9	3.4	20.5
Mar Sept	Sturge Hldgs 20p	445	27.1	6.0	2.4	1.9	30.3
Jan. July	Sun Alliance	702	25.11	15.5	—	3.2	—
June Dec	Sun Life 5p	915	28.10	19.78	—	3.1	—
April	Taisho M EDR	£21	25.3	Q10%	—	0.1	—
Fb My Au Nv	Torchmark $1.00	£22⅛	10.1	Q$1.0	—	3.2	—
Nov May	Trade Indemnity	418	30.9	t8.43	—	2.9	—
Ma Jn Se De	Travelers $2.50	£39⅛	28.1	$2.16	—	3.9	—
June Nov	Utd Friendly B 10p	485	14.10	14.6	1.9	4.3	16.7
May Nov	Willis Faber 12½p	435	30.9	6.5	2.2	2.1	29.8
Feb July	Windsor Secs. 10p	44	25.12	0.1	♦	0.3	♦

LEISURE

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
October	VA & M Group 10p	14	29.7	0.4	2.2	4.1	13.0
Jan July	A.P TV Pref. £1	72	1.7	5.95	17.8	11.8	—
Jan July	Adam Leisure 10p	16	2.7				
May Aug	Anglia TV 'A'	215xd	10.3	9.0	♦	6.0	♦
February	Aspinall Hldgs 10p	165	23.12	6.0	3.1	5.2	8.8
July Nov	Barr & W.A.T. 'A'	116	30.9	7.0	2.0	8.6	(6.9)
—	Boosey & Hawkes	129	4.81				
June Dec	Brent Walker 10p	108	—	b3.5	2.6	4.6	9.4
Mar. Nov	Campari Intl 20p	55	14.10	t1.0	—	2.6	—
Nov May	Central TV N-V 50p	228	30.9	10.5	2.3	6.6	9.4
November	Chrysalis	218	28.10	a7.36	2.6	5.1	13.4
Feb June	Fairline Boats 10p	167	9.12	4.2	3.4	3.6	11.7
Apr Oct	First Leisure £1	417xd	10.3	7.5	♦	2.6	♦
—	GRA Group 5p	55					73.4
Jan June	Grampian TVA 10p	39	25.11	m1.67	♦	6.1	♦
—	Greenes Cam Gamm	22					
May Oct	HTV Non Vtg	280	14.10	7.7	2.9	5.5	8.9
May Oct	Horizon	120	2.9	t4.4	3.6	5.2	5.4
Jan Aug	Intl Leisure 10p	122	23.12	4.8	3.1	5.6	6.7
Nov June	Julianas Hldgs 2p	86	14.10	t2.0	1.8	2.9	14.2
Jan April	LWT	315	25.11	14.4	1.8	6.5	12.0
—	Leisure Inv 10p	40					♦

LEISURE—Continued

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
Jan Jul	Leisuretime Int 10p	85	12.8	2.3	♦	3.9	♦
—	Lreamar	100	—	u2.63	3.0	3.7	12.4
142	Mirdta Tech Inv 20p	203	24.2	12.58	5.4	1.8	16.5
Apr. Dec	Melamunder 10p	355xd	10.3	t5.35	2.7	4.9	10.6
Oct May	Miss World 10p	168	2.9	5.2	♦	4.8	♦
May Oct	Nationwide Leisure	77	16.9	t3.75	2.5	7.0	6.8
—	Nomalo Int 20c	13					
July	Owners Abroad 3p	30½	24.4	1.0	2.2	4.7	(13.6)
—	Phonas (Lon.)	75	4.82				
Apr Sept	Pinolly Radio NV 5p	31	24.2	2.0	1.2	9.2	13.1
—	Pineapple Dnc St 10p	40	12.84				
Sept. Apr	Pleasurama 5p	338	2.9	t4.6	3.7	2.0	19.8
Sept. Mar	Do 7pcCvCnRedPf	157	10.2	7%	—	6.4	—
May Nov	Pres Entertain 50p	118	14.10	N2.0	2.1	2.4	28.0
—	Radio City 'A' NV	31	11.84				
Jan July	Radio Clyde NV	37	23.12	3.25	0.9	12.5	12.0
—	Really Useful Grp 5p	358	—	b11.25	2.2	4.5	14.7
—	Riley Leisure 10p	62	10.84	t0.7			
Apr. Nov	Saga Hols 20p	218xd	10.3	4.6	♦	3.0	♦
Apr Nov	Samuelson Grp 20p	385	24.2	t2.4	6.0	1.1	23.9
Jan July	Sangers Photo 10p	78	28.10	t2.0	1.9	3.7	20.4
July Dec	Scandro 50p	152	11.11	13.68	2.6	3.5	14.8
Dec May	Scott TV 'A' 10p	265	28.10	t8.8	2.8	4.7	10.9
—	SeaCo Inc $0.125	255	1.84				
—	Select TV 10p	10					
—	Spectrum 5p	27	—	t4.2	4.8		12.8
May Nov	TSW 5p	38	28.10	1.7	2.4	6.4	9.2
May Aug	TVS N-Vtg 10p	175	10.2	8.0	♦	6.5	♦
May Oct	Telemusic Svcs 50p	158	16.9	1.5	4.3	1.3	24.8
Apr Nov	Tottenham Hotspur	51	16.9	t4.0	—	9.0	—
February	Trimon 10p	66	13.1	t1.1	3.3	2.4	13.9
Dec	Tyne Tees TV 'A' £1	195	26.10	a10.5	♦	8.1	♦
Jan July	Ulster TV N/V 'A'	110	14.10	5.25	♦	6.8	♦
February	Wessian 5p	93	13.1	u1.26	♦	1.9	♦
April Sept	Webb (Jos.) 5p	22	10.2	d0.5	0.7	3.3	59.2
July	Williams (Rex) 5p	23½xd	10.3	0.91	♦	5.5	♦
Apr. Nov	Zetters 5p	149	10.2	14.0	3.6	3.8	10.4

MOTORS, AIRCRAFT TRADES

Motors and Cycles

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
—	SL 50p	47					
Mr Jan Sp De	Gen. Mtrs. Units	235	7.1	Q2.5c	—	7.6	—
—	Group Lotus 10p	126	11.81	—	—	—	39.5
May Nov	Honda Motor Y50	409	11.11	t024%	8.6	1.1	10.1
November	Jaguar	470	16.9	8.6	4.5	2.6	9.6
—	Reliant Motor 10p	31					
May	Volvo Kr25	£29	13.5	tQ34%	♦	2.7	♦

Commercial Vehicles

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
—	ERF (Hldgs.)	39	7.82	B—	—	—	4.4
Jan. May	Plaxton (GB)	82	23.12	4.5	♦	7.8	♦

Components

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
Mar Sept	AE	187	27.1	5.0	2.7	3.8	13.8
Sept Feb	Abbey Panels	175	23.12	2.0	9.3	1.6	9.4
Apr Nov	Aerospace Eng	62	10.2	b5.28	0.8	12.2	(15.0)
Jan July	Airflow Stream	36	11.11	1.0	5.1	4.0	16.9
May Nov	Armstrng Eq 10p	123	30.9	1.1	5.3	1.3	15.6
June Sept	Automotive Prods	219	16.9	t6.2	3.2	1.3	(26.2)
October	BTS 10p	75	10.2	R0.9	2.0	7.4	9.7
—	Blumel Bros	74	12.80				
—	Brown (C.) Car 10p	145	28.10	12.5	2.7	2.5	21.2
Mar Oct	Dowty 50p	210	24.2	15.0	2.2	3.4	17.3
Jan July	FR Group	365	11.11	t13.13	4.6	1.2	23.2
Jan July	Kwik-Fit Hldgs 10p	88	11.11	t1.73	3.1	2.8	14.5
Jun Jan	Lucas Inds £1	640	4.12	11.0	3.6	2.5	13.0
Oct July	Supra Group 10p	62	2.9	m1.86	2.1	4.3	14.2
October	Woodhead (J.)	38	2.9	0.1	—	0.4	—

Garages and Distributors

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
—	Alexanders 10p	12½	3.67				
May Nov	Applyard Grp	135	16.9	5.0	♦	5.3	♦
Jan Sept	Arlington Motor	225	12.8	t9.5	2.4	6.0	(8.0)
Jan July	BSG Int 10p	36	11.11	t1.0	2.0	4.0	14.6
Nov June	Bramall (C.D.)	263	28.10	t6.7	4.3	3.6	9.2
July Jan	Brit Car Auct 10p	129	9.12	3.25	2.5	3.6	15.3
Jan July	Caffyns 50p	176	23.1	4.5	—	3.7	—
Feb Aug	Cowie (T.) 5p	152xd	10.3	3.5	♦	3.3	♦
Jan Aug	Davis Godfrey	117	9.12	t3.75	2.9	4.6	10.6
July	Gates (F.G.)	74	3.6	3.0	2.7	6.0	8.6
—	Glanfield Lawrence	53	2.80	t1.0	—	2.7	—
Jan. July	Hartwells	92	25.11	t2.65	3.0	4.1	7.3
Jan.	Jessups	91	11.11	4.0	2.7	6.3	6.9
Apr. Oct	Kenning Motor	178	10.2	t6.5	0.6	5.5	40.9
Nov June	Ludlow Grp. 10p	45	30.9	t2.5	2.0	7.9	47.5
Oct. May	Lex Service	365xd	10.3	10.6	♦	4.1	♦
Oct. April	Lookers	109xd	10.3	4.9	♦	6.4	♦
Dec July	Perry Group	123	14.10	t4.25	2.5	4.9	11.7
May Oct	Quick (H.&J.) 10p	67	16.9	2.6	0.6	5.5	(50.9)
—	Western Motor	80	11.79				

NEWSPAPERS, PUBLISHERS

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
May Dec	Ass. Book P 20p	210	30.9	t5.0	3.1	3.4	12.0
Feb Aug	Assoc. News	295	13.1	t4.25	4.2	2.1	16.5
July Oct	Black (A.&C.)	380	2.9	t9.5	1.8	4.6	14.9
Feb Aug	Bristol Eve. Post	620	23.12	t21.5	1.2	5.0	24.0
Oct. May	Collins William	485	16.9	7.75	♦	2.3	♦
Oct. May	Do. 'A'	355	16.9	7.75	♦	3.1	♦
Feb Aug	Daily Mail 'A' 50p	£27½	13.12	48.5	1.0	2.5	39.7
Jan July	EMAP 'A'	160	25.11	t3.0	2.3	2.7	23.5
Apr Oct	Haynes Pub 20p	358xd	10.3	d13.0	1.5	5.3	17.1
Apr Nov	Home Counties Hldgs	178	14.10	t7.0	3.2		7.5
Mar Oct	Independent	350xd	10.3	Q63.5%	♦	4.9	♦
Apr. July	Int. Thomson	445	6.12	15.5	3.1	3.3	12.4
Jan. Apr	Metal Bulletin 10p	112xd	10.3	4.8	1.8	5.1	15.6
Oct Nov	News Int. Spec. Div.	£10	14.10	t10.59	3.7	1.5	22.7
May Oct	Octopus Pub 10p	618	14.10	15.4	4.2	1.3	23.6
Apr. Dec	Portsm'th & Sund	131	11.11	4.0	2.8	4.4	11.6
Oct Apr	Trinity Int Hld 50p	280	30.9	12.5	2.4	6.2	9.3
Nov. June	Utd Newspapers	312	30.9	t16.0	1.5	7.3	13.2

PAPER, PRINTING, ADVERTISING

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
—	AATA Selection 5p	58	—	R1.5	2.5	3.7	15.8
—	Abbott Mid Vickers 5p	220xd	10.3	12.8	♦	1.8	♦
—	Addison Page 5p	245	—	u2.3	2.8	1.3	37.6
July	Aidcom Intl 10p	54	15.4	0.8	2.7	2.1	18.0
October	Aspen Comms. 5p	222	2.9	N2.8	2.8	1.8	28.5
July Feb	Assoc. Paper	244	23.12	6.0	2.6	3.5	14.6
—	Ault & Wiborg	32	9.83				
Nov	Barkers Group 2½p	165	—	12.0	3.8	1.7	40.1
Nov May	Bemrose	160	14.10	t5.4	—	4.8	—
June	Bourne Macmillan 12½p	285	30.9	t3.5	3.2	1.8	25.3
Jan	BPCC	228	11.11	t11.0	1.7	6.9	(10.6)
Jan	Brunning Grp	163	9.12	4.9	1.2	4.3	28.3
Jan Sept	Do. Restric Vtg	160	9.12	4.9	1.2	4.4	28.3
Nov Jul	Buzol	615	16.9	0.0	1.9	2.3	26.6
Feb Jan	Carlton Commun	385	23.12	6.0	4.8	1.1	26.4
Jan July	Chapman Inds 50p	205	23.12	8.4	1.4	5.9	17.3
—	Chetwynd Streets 5p	135	—	b2.11	3.5	2.2	18.5
Nov June	Clondalkin Group	275	11.12	Q5.1%	♦	2.5	♦
October	Conrad Hldgs	70	—	R3.5	2.2	7.1	9.3
—	CPM 5p	140	—	R1.7	5.3	3.7	18.2
—	Cowells	95	—	R2.2	2.6	3.3	14.4
January	Cradley Print 10p	63	28.10	1.4	2.6	3.4	12.3
July	Crafton Lodge 1p	90	23.12	t1.85	♦	2.9	♦
Jan Aug	Cropper (James)	228	23.12	2.25	9.3	1.5	7.6
June Oct	Crown Intl Prod 10p	97xd	10.3	4.2	♦	6.2	♦
Nov. July	DRG	268	30.9	t8.25	2.8	4.4	(9.2)
—	Davidson Pearce 10p	168	—	R2.5	3.7	2.1	18.1
Nov	Delyn Pack 20p	117	25.11	2.5	1.7	3.1	(23.2)
July	Eucalyptus	460	3.6	10.5	9.1	2.0	14.0
—	FKB Group 5p	185	—	1.75	3.2	1.4	33.1
July	Ferguson Ind	243	25.11	t7.15	2.1	4.1	14.5
Jan May	Ferry Pick 10p	136	28.10	t2.73	2.9	2.9	17.2
June Oct	Fitch & Co 10p	440	16.9	t5.31	2.8	1.7	(29.2)
June Oct	Geers Gross 10p	70	11.11	2.4	0.1	3.3	—
—	Gibbon Lyons 10p	77	13.1	bd3.52	1.6	6.5	14.1
—	Goodhead Print 20p	110	24.2	1.3	2.4	3.9	13.0
Oct May	Good Relations 10p	120xd	10.3	4.9	♦	5.8	♦
—	Hoggett Bowers 5p	81	13.1	1.5	2.0	2.6	26.8
Apr	Holland Haeman 10p	470	24.2	13.5	4.5	1.1	29.8
—	Holland Brown 10p	173	—	R2.5	3.5	2.1	19.9
—	Moorgate Group 5p	145	—	R2.0	5.2	2.0	27.7
July Jan	More O'Ferr 10p	102	28.10	3.4	1.8	4.8	16.2
—	Moss Advertising 5p	110	—	R2.45	3.0	3.2	15.1
Feb Oct	Norton Opax 10p	150	9.12	M3.5	2.4	3.3	18.6
Fb My Ag Nv	Ogilvy Group $1	£24⅛	11.11	t54c	—	1.6	—
—	Oliver Paper 20p	35	9.83				
—	Osborne & Little 5p	212	9.12	L2.0	3.3	1.3	32.4
Jan Sept	Oxley Communications	68	29.7	t1.25	2.5	2.1	
May Nov	Peters (Michael)	250	28.10	2.6	2.7	2.5	20.9
July	Promotions House 5p	31½	17.6	t0.7	2.4	3.2	18.4
Apr. Sept	Saatchi 10p	943	20.2	14.0	2.8	2.1	18.9
Oct Apr	Do 6.3pcCnvPref £1	146xd	10.3	6.3%	—	6.2	—
—	St Ives 10p	690	—	18.0	2.8	1.7	30.3
Mr Je Sp Dc	Scott Paper	£42½	19.2	Q$1.12	—	1.9	—
—	Shardlow 2p	208	—	u3.68	2.2	2.5	25.7
Feb Oct	Smith (David S.) 20p	184	27.1	t3.0	2.2	2.3	27.5
Dec July	Smurfit (Jeffsn.)	158	27.1	t020.2%	6.8	2.8	8.2
—	Spalax Television	103	—	2.0	3.3	2.8	15.2
—	Sterling Publish 5p	85	—	h2.0	1.9	3.4	20.0
—	TMD Advertising	133	—	u1.65	3.3	1.8	24.1
Jan Aug	Thompson Group 5p	75	25.11	n2.0	1.3	3.8	34.7
March	Trade Promotion 10p	155	10.2	13.8	2.3	3.5	18.0
July Dec	Usher Walker 10p	206	11.11	t6.6	2.8	4.6	11.1
July	Valin Pollen Int 5p	172	13.11	h1.0	4.5	0.8	38.1
—	Wace Group 20p	47	5.81				
Dec July	Waddington (J.)	705	9.12	t24.0	2.0	4.9	(22.4)
Nov April	Walmoughs	280	30.9	6.25	2.5	3.2	14.2
October	Wight Collins RS 10p	360	23.12	t2.75	4.6	1.1	28.7
—	Yellowhammer 5p	145	23.12	R1.6	1.4	1.6	22.3

PROPERTY

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
December	Abaco Invs	35½	24.2	t0.14	3.6	0.6	53.9
Jan July	Allied London 10p	75	11.11	h1.4	2.9	2.7	16.7
Mar Oct	Apex Props 10p	70	10.2	t2.0	2.0	4.1	(14.4)
—	Asda Property 20p	288	—	u3.0	2.1	1.5	(36.5)
—	Autumark Int	10					
May Nov	Bairstow Eves 5p	170	2.9	tN1.92	3.2	1.6	31.1
Jan Apr	Beazer (C.H.) 10p	580	11.11	12.0	3.3	3.0	13.6
June	Belgrave Hldgs	118	25.3	4.2	3.5	5.1	8.1
—	Berkeley Hay Hill	10					
Nov. July	Bilton (Percy)	246	14.10	t10.5	1.5	6.1	14.2
Dec. Aug	Bradford Prop	470	11.11	t8.5	3.2	2.5	17.0
Feb. Aug	British Land	167	23.12	t2.5	3.3	2.1	15.8
July Nov	Brixton Estate	150	30.9	t5.15	1.3	4.9	22.9
—	Brookmount	182	—	R3.5	4.4	2.7	11.8
—	Burad Secs	20					
—	Card (A.)	42	5.83				
July	Caparo Props	68	28.10	0.5	2.2	1.2	53.3
Jan Oct	Can & Counties	227xd	10.3	a6.0	♦	3.8	♦
January	Do 8pcLn 1999-04	£120½	9.12	Q8%	—	16.9	—
Feb Aug	Cardiff Prop 20p	205	27.1	1.8	♦	1.3	♦
Apr. Oct	Centrovincial 20p	172	24.2	6.0	1.7	5.0	15.1
July Dec	Chesterfield	475	11.11	t10.5	1.7	3.2	25.9
Jan Aug	City Site Estates	140	23.12	0.82	10.2	0.8	14.8
May Nov	CALA 50p	810	30.9	U8.0	3.7	3.2	12.0
July Nov	Clarke Nickolls	158	14.10	6.3	6.3	6.0	35.4
—	Clayform Props 5p	255	—	R7.5	2.1	4.2	16.1
September	Compco Hldgs 20p	430	1.7	5.2	3.7	1.7	(17.0)
May Nov	Connells Est Agts 5p	192	30.9	3.5	2.3	2.6	24.0
September	Cons. Term Invs 20p	55	24.2	m5.0	2.0	13.0	5.5
March	Control Secs 10p	17	28.1	1.58	—	13.2	—
Apr. Oct	Cntry New T 10p	127	23.12	t1.5	2.9	1.7	(25.5)
Apr Oct	County Props 'B' 10p	163	24.2	3.5	9.0	3.1	5.2
July Nov	Cussins Prop Grp	190	30.9	6.0	2.5	4.5	11.3
Mar Sept	Daejan (Hldgs)	605	10.2	13.0	4.0	3.1	11.6
Nov June	Dares Estates 5p	9½	1.10	t0.25	—	3.5	—
—	Dencora	111	18.11	t2.0	3.3	2.6	13.4
November	Derwent Valley £1	146	11.11	B5.0	0.6	2.6	90.0
—	Dwyer	65	5.80				
Apr Oct	Edmond Hldgs 10p	14½	29.10	t0.33	2.0		18.2
July	Eds & Agency	162	1.7	3.0	0.5	2.6	—
May Nov	Eds & Gen 20p	115	30.9	t2.3	1.8	2.9	25.3
Apr Nov	Eds Prop Inv	150	27.1	t8.25	1.3	7.9	12.4
April	Do 10pc CnvLn '94	£112	2.9	Q10%	—	(10.0)	—
Jan Aug	Evans of Leeds	92	9.12	t3.37	2.4	5.2	11.4
Oct Mar	Ewart New Nth	130	24.2	1.5	0.9	1.6	—
—	Five Oaks Inv 5p	58	12.66	—	—	—	8.1
Apr Oct	Freemore Est 50p	187	11.11	t6.92	2.3	5.3	11.6
July Nov	Gable Hse Prop 5p	136	14.10	2.8	2.9	3.0	14.1
June	Do 10 atr Cnv '95-99	£163	9.12	Q10½%	—	16.7	—
October	Gilbert Hse Inv 10p	15	12.8	0.5	0.9	4.8	33.9
July	Grainger Trust	430	9.12	6.5	4.1	2.2	16.2
Feb Sept	Gt. Portland 50p	178	25.11	6.0	1.2	4.8	25.5
—	Green Property Ir25p	87xd	10.3	L0.12	♦	3.0	♦
Jan Sept	Greycoat 10p	240	25.2	t2.2	3.4	1.3	31.1

PROPERTY—Continued

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
Apr Oct	Greycoat Sq Prp 10p	95	24.2	t6.0	0.7	9.0	20.0
June Nov	Hammerson 'A'	460	28.10	8.5	1.5	2.6	32.5
June	Hampton Trust 5p	39	23.12	0.7	—	2.6	—
Jan Oct	Hanover Inv Hldgs 10p	185	25.11	t3.0	2.9	2.3	21.2
June Jan	Hardanger Prop 10p	235	9.12	9.8	2.6	6.0	8.8
Feb Oct	Haslemere 10p	638	23.12	t19.6	1.4	2.2	40.5
Jan Nov	HK Land	50	12.10	Q15c	♦	2.7	♦
May Oct	House Prop London 50p	320	14.10	9.0	2.5	4.0	11.3
Apr Oct	Imry Property	280	24.2	t5.3	1.5	2.7	33.8
Mr Jn Sp Dc	Intl Inc Pors $0.01	784	30.7	Q88c	—	8.1	—
October	Jermyn Invest	160	12.8	1.63	3.5	1.5	25.6
—	Key City Prop	27					
May Nov	Laing Properties	303	14.10	6.25	2.4	2.9	16.3
June Dec	Do 8½pcLn 2000-05	£140	23.12	Q8½%	6.2	16.3	—
May Oct	Land Investors	65xd	10.3	1.2	1.5	2.6	36.7
Dec. July	Land Securities £1	316	25.11	t8.15	1.6	3.7	24.1
Oct. Mar	Lend Lease 50c	384	12.9	tQ60c	1.8	3.8	14.7
Jan July	Lond & Edinburgh 10p	610	25.11	t6.25	3.6	1.5	23.2
June Dec	Do 6½pc CvPf	198	25.11	6½%	—	4.7	—
Dec. June	Lon. Prov. Shp. 10p	260	25.11	4.6	2.0	2.5	23.0
—	London Securities	4					
Apr Nov	Lon Shop Prop	156xd	10.3	t5.32	1.6	4.9	18.8
Apr Oct	Do 9pc Cnv '94-99	£162	14.10	Q9%	10.7	F5.6	—
Jan July	Lynton Hdgs 20p	290	9.12	6.05	1.0	3.0	44.4
Dec. June	MEPC	358	9.12	10.5	1.4	4.3	22.4
—	Mann & Co 20p	260	24.2	13.5	3.1	1.9	24.0
May Nov	Markheath	55	10.2	t2.15	—	5.6	—
May	Marlborough 5p	65	28.10	10.58	2.7	1.3	(33.6)
October	Marler Estates	235	14.10	3.0	3.1	1.8	21.6
January	Mayfair City Props	117	10.2	t2.7	2.3	3.3	17.2
Dec July	McInerney 10p	125	11.11	Q76.9%	♦	5.4	♦
Dec July	McKay Secs 20p	114	27.1	13.4	2.1	4.3	16.5
—	Merivale Moore 5p	130	—	b2.5	4.0	2.7	12.8
Apr Oct	Mountleigh	780	24.2	t6.5	5.4	1.3	15.2
Mar Aug	Mountview Est. 5p	400	27.1	4.5	10.7	1.3	10.0
Jan July	Muckinn (A.& J.)	95	11.11	t5.05	1.2	7.8	14.0
December	New Cavendish 5p	74	1.7	1.2	1.3	2.4	42.8
June	New England Prop 5p	16	26.3				
September	Parkdale Hldgs 10p	45	27.1	1.5	2.2	4.8	19.1
May Nov	Peachey	270xd	10.3	t8.0	2.5	4.2	13.4
March Nov	Peel Hldgs	490	24.2	M8.75	2.0	2.6	27.0
—	Phoenix Prop and Fin	76					
—	Priest Marians £1	£13½	10.2	B—			
Jan July	Prop. Hldg & Inv	120	23.12	t2.5	1.6	3.0	29.5
Jan. Aug	Prop. Partnerships	325	9.12	t5.2	3.7	2.3	26.2
Jan. July	Prop & Reversionary	186	9.12	t4.1	1.4	3.1	31.2
Apr. Oct	Prop Sec. Inv 50p	114	27.1	M2.5	2.0	3.1	21.6
—	Property Tst 10p	4					
November	Raglan Prop 1p	9	16.9	0.09	0.06	1.4	—
Jan July	Regalian	440	25.11	t3.25	7.0	1.1	19.3
April Sept	Regentcrest 10p	34	11.11	t01.5	0.1	6.3	—
September	Rialto (IC&S) 5p	87	1.10	0.1	—	0.2	—
May Oct	Rohan Group Ir0 10p	145	2.9	Q1.8%	1.5		8.0
January	Rosehaugh 20p	550	11.11	0.78	5.7	0.2	—
Jan July	Rush & Tompkins	282	25.11	t7.65	2.1	3.9	(14.3)
Jan June	Samuel Props	183	11.11	5.85	1.1	4.6	42.0
May	Sarakreek Holding NV	$48½	22.5	Q51.00	—	1.8	49.9
Aug Jan	Scot. Metrop 20p	85	28.10	4.0	1.1	6.7	19.5
—	Shailbank Prop	25	1.73				
October	Sheraton Secs 10p	33	10.2	t0.75	2.3	3.2	22.6
Oct. May	Slough Ests	166	2.9	4.8	1.7	4.1	18.3
June Dec	Do 10pc Cv '87-90	£365	11.11	Q10%	—	(2.8)	—
June Dec	Do 8pc Cnv 91-94	£159½	11.11	Q8%	18.0	(5.1)	—
June Dec	Do 12pcLn 2009	£118	11.11	Q12%	—	10.5	—
July Jan	Do 11pc Deb 2019	£113⅛	11.11	Q11%	—	9.9	—
August	Southend Stadium 5p	96	17.6	0.55	2.6	0.8	61.6
June Dec	Speyhawk	345	23.12	t9.52	2.1	3.9	17.0
Feb Aug	Standard Secs	158	27.1	4.05	2.2	3.7	17.9
—	Stewart Nairn Grp	13	9.80				
Mar Oct	Stock Conversion	588	23.12	t7.5	3.7	1.8	19.6
—	Stockley	78					
October	Top. Estates 10p	300	12.8	0.63	0.9	0.3	—
Apr Oct	Do 7pc Cnv 2014	£380	24.2	Q7%	—	(F2.5)	—
December	Town Centre	48	11.11	1.0	1.7	3.0	28.6
December	Townsgate Secs 20p	38	27.1	t1.0	3.7	3.8	8.3
Apr Nov	Trafford Park	205	30.9	11.5	1.3	8.0	13.6
April	Trenchwood 10p	285xd	10.3	d5.2	♦	2.6	♦
April	Trust of Prop 5p	54	24.2	0.5	1.1	1.3	—
—	UK Land	130					
Nov October	Utd Real Prop	565	24.2	12.0	2.0	3.0	24.1
October	Walker (Alfred) 10p	100	16.9	0.75	0.8	1.1	—
Mar July	Warner Estate	750	10.2	18.0	♦	3.4	♦
Apr Oct	Warnford Inv 20p	480	24.2	t14.5	1.5	4.3	22.5
April	Watts City of Lon	143xd	10.3	2.31	♦	2.3	51.2
Sep. May	Wereldhave DFL20	£48½	9.5	Q53.6%	♦	6.1	♦
Mar Oct	West & Country	157	14.10	8.0	2.3	7.3	7.1
Oct July	Wingate Prop Inv	95	30.9	t1.7	1.6	2.6	29.3
Aug Nov	York Mount	43	30.9	t0.5	0.6		(17.7)

SHIPPING

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
Dec. Aug.	Brit & Comm. 10p	380	11.11	14.0	3.5	1.5	21.0
Oct May	Fisher (J.)	63	16.9	t3.2	3.6	7.3	(4.1)
—	Gotaas-Larsen $1	£35½					
Sept Dec	Graig Ship £1	560	11.11	12.5	3.6	3.2	12.1
May Oct	Jacobs (J.I.) 20p	58	16.9	t3.3	0.8	8.1	24.0
—	Lon. O'Seas Frtrs	14	6.81				
—	Do Pfd Ord 1p	1					
—	Lyle Shipping	9	11.82	B—			
—	Do Pfd Ord 5p	9					
—	Mersey Dk Units	38					
—	Milford Docks £1	82	7.83				
June Nov	Ocean Transport	203	16.9	t5.5	2.7	3.9	10.7
May Nov	P & O Defd £1	525	16.9	t14.0	2.0	3.8	15.3
July	Do 6.3pc Cnv Rd Pf	152	11.11	Q9%	—	6.1	—
Jan July	Runciman (W.)	101	25.11	5.0	0.4	7.1	—
Mar Jn Sp De	Sea Containers $0.01	£21⅛	28.8	Q42c	12.8	1.4	5.6
Feb June	Turnbull Scott £1	378	27.1	9.0	—	3.4	—

SHOES AND LEATHER

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
Jan May	FII Group	340xd	10.3	t6.25	4.6	2.6	10.0
June Oct	Garnar Booth	176	16.9	t8.75	3.7	7.1	5.3
Dec. June	Headlam, Sims 5p	35	26.11				
May Oct	Lambert Hth. 20p	193	16.9	t4.79	3.0	3.5	13.3
Mar Oct	Newbold & Burton	80xd	10.3	3.08	1.1	5.4	23.7
Jan May	Pittard Grp	88	11.11	m3.33	3.4	5.4	6.2
Nov Apr	Strong & Fisher	142	14.10	7.5	2.6	7.5	5.7
October	Stylo	233	12.8	4.5	1.5	2.8	(30.6)

SOUTH AFRICANS

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
Oct Apr	Abercom R0.30	60	24.2	Q12c	—	6.5	—
Oct May	Anglo Am. Ind. R1	£10⅛	16.9	Q180c	♦	5.8	♦
Jan. July	Barlow Rand R.10c	368	9.12	Q70c	2.3	6.2	7.1
Sept Mar	Gold Fids. P. 2½c	94	27.1	t024c	2.0	8.3	6.0
Apr Nov	Kleen Prp R0.25	88	24.2	Q15c	2.4	6.1	6.9
Dec. July	OK Bazaars 50c	330	11.11	t060c	♦	6.2	♦
—	SASOL R1	192	1.10	Q39c	2.4	6.8	6.2
Dec. July	SA Brews 20c	224	25.11	Q36c	1.7	5.2	11.3
May Nov	Tiger Oats R1	£18½	25.11	Q230c	2.9	4.1	8.4
Feb Aug	Tongaat-Hulett R1	185	23.12	t058c	2.0		3.6

TEXTILES

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
Oct. Apr	Allied Textile	520	24.2	13.0	♦	3.6	♦
Jan. Aug	Atkins Bros	173	9.12	5.35	1.0	4.4	31.1
Dec. July	Beales (J.) 20p	137	27.1	4.0	2.9	4.2	(9.1)
Jan. May	Beckman A. 10p	102	11.11	5.73	1.5	8.0	12.0
May Nov	Brit. Mohair	137	30.9	6.0	2.7	6.3	8.4
Jan. July	Bulmer & Lumb 20p	68	25.11	5.0	—	10.5	—
April	Bermalex 10p	156	24.2	5.75	2.3	5.3	11.8
Jan. Dec	Coats Patons	293	11.11	t6.5	3.2	2.7	12.9
Oct May	Corah	65xd	10.3	4.0	♦	8.8	♦
Jan. July	Courtaulds	282	25.11	15.0	4.0	2.5	10.7
Mar Sept	Do 7pcDeb 82-87	£96½	10.2	Q7%	48.9	(11.0)	—
August	Crowther (J.)	139	17.6	t3.25	2.1	3.3	(4.0)
Feb. Sept	Dawson Intl	252	9.12	t6.2	2.4	3.5	16.1
—	Dobson Invs. 50p	49	14.10				
Feb. Oct	Dixon (David)	361	9.12	t4.8	4.2	3.2	10.9
March Oct	Dorn Bros Burst	138	24.2	13.0	5.7	3.1	6.8
May July	Early's of Witney 10p	66	28.10	1.32	1.0	2.8	(4.8)
Jan. July	Foster (John)	84	25.11	3.0	2.9	5.1	7.5
May Nov	Gaskell B'loom 20p	90	2.9	5.0	2.9	5.7	6.2
—	Glen Abbey	66½	4.82				
Apr. Nov	Hickling Pentecost	36	2.83				
Jan. Aug	Illingworth M. 20p	134	9.12	tn0.9	1.9	7.1	11.4
Jan. Aug	Ingram (H.) 10p	132	23.12	t2.5	2.6	2.7	17.0
Nov. May	Jerome (Hldgs)	86	14.10	2.82	3.6	4.7	11.2
—	Kingsly & Frestr 20p	70	28.10				
July	Leeds Grp	165	9.12	t5.21	3.0	4.5	10.7
January	Lister	68½	9.12	0.25	10.9	0.5	19.6
—	Lowe (Robert H.)	44	3.83				
Jan. July	Lyles (S.) 20p	92	28.10	5.5	0.9	8.5	19.2
May Nov	Mackay Hugh	84	30.9	4.6	1.1	7.8	17.2
—	Masters Bros 10p	28½	8.84				
July	Palma Group	39	16.9	t2.0	—	7.3	—
Jan July	Pantherella	135	25.11	t3.3	2.9	3.5	14.3
Jan. June	Parkland 'A'	116	9.12	4.8	2.6	5.9	(87.2)
Dec July	Readicut 5p	40	25.11	t1.59	2.5	5.7	9.3
May Feb	Richards 10p	56	27.1	1.6	1.7	4.1	18.9
Mar Oct	SEET 20p	135	27.1	t5.1	4.5	5.2	5.8
January	Sekers Int. 10p	92	9.12	t2.0	3.0	3.1	15.4
Feb. Aug	Shaw Carpets 10p	28	15.7	t2.5	0.3	12.8	—
Jan. May	Sirdar	174	14.10	4.15	3.0	3.4	14.0
Jan July	Smallshaw (R.) 10p	65	25.11	2.5	2.6	5.5	8.9
—	Stoddard 'A' 10p	13	2.80				
Mar Sept	Do 10pc Cum Prf	130	10.2	Q10%	—	11.0	—
Mar Sept	Stroud Riley Dr'd	92	27.1	t2.25	2.7	3.9	(18.6)
—	Sumner (F.) 5p	11	8.81				
May Oct	Sunbeam Wolsey	70	2.9	Q23.2%	3.7	7.2	7.1
Mar Sept	Text'rd Jrsy 10p	143	10.2	t5.0	2.6	5.0	11.1
February	Tomkinsons	138	9.12	t3.0	4.0	3.1	11.0
Feb. July	Tootal	98	11.11	M4.0	2.3	6.1	10.9
Dec July	Toray Y50	200	30.12	Q11%	2.1	1.1	42.4
June Dec	Yorklyde 10p	258	11.11	6.0	4.0	3.5	10.2
—	Youghal	6	9.77				

TOBACCOS

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
July Nov	BAT Inds	393	30.9	t10.3	3.6	3.7	8.1
June Dec	Do 12½pcLn 2003-08	£119	10.2	Q12½%	—	10.6	—
Oct April	Imperial	332xd	10.3	tH12.0	1.9	5.2	18.0
Jan Oct	Rothmans 12½p	166	23.12	6.4	2.0	5.5	13.0

TRUSTS, FINANCE, LAND

Investment Trusts

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's
Oct Feb	Aitsa Inv	112	10.2	t2.2	1.4	2.8
Oct Apr	Alliance Trust	730xd	10.3	20.75	♦	4.1
Dec July	Altifund Inc	64	28.10	8.6	1.0	19.2
Dec July	Do. Capital	570	28.10	0.43	1.0	0.1
Dec Sept	Alsa Investment Trust	200	25.11	12.9	1.0	‡
Dec July	Ambrose Inv Inc	67½	28.10	8.82	1.0	18.7
—	Do. Cap.	317				
Oct. May	American Trust	146	2.9	t2.9	1.4	2.8
—	American Tst 'B'	145				
Aug Apr	Anglo Am. Secs	332xd	10.3	6.2	♦	2.7
Aug Feb	Archimedes Inc	121	23.12	10.15	1.0	12.0
—	Do Cap. 50p	125				
Dec June	Anba Inv (AS1)	143	5.11	Q12%	1.1	4.0
Aug Mar	Ashdown Inv	167	10.2	3.1	1.0	2.7
	For Asset Special see Asset Trust, Finance Land					
October	Atlantic Assets	118	16.9	0.55	1.4	0.7
November	Baillie Gifford Japan	350	14.10	0.6	1.2	0.2
—	Baillie Gifford Sh Nip	56½xd	10.3	20.45	—	1.1
June	Baillie Gifford Tech	76	29.4	0.85	1.3	1.6
My Ag Nv Fb	Bankers' Inv	113	13.1	t2.75	1.0	3.5
December	Berry Trust	188	11.11	1.05	1.2	0.8
	For Border & Sthn. see Govett Strategic Inv					
Ap Jy Dc Jan	British Assets	62	23.12	t1.9	0.9	4.4
March	Do botCvULS 1995	£186	24.2	Q6%	—	(5.9)
May Dec	Brit. Emp Secs 10p	35	9.12	0.5	1.4	2.0
Jan July	Brit. Invest	422	11.11	M14.6	1.2	4.9
July Apr	Brunner Inv	91	10.2	2.2	1.0	3.5
Jan Aug	Caledonia Invs 5p	350	11.11	t4.0	1.1	1.6
Jan July	Cambrian and Gen	117	9.12	g0.85	1.2	1.2
—	Do. Cap 7½p	186				
Apr Oct	Camellia Invs 10p	£22½	30.9	—	♦	0.8
April	Capital & Nat. Inc £1	218xd	10.3	Q57½%	♦	26.4
—	Do. Cap	730	3.68			
July Apr	Charter Trust	97	10.2	2.32	1.0	3.4
—	Child Health £1	348				
—	China & East Inv $0.50	63				
—	Do. Warrants	17				
Mar. Sept	City & Com. Inc	42½xd	10.3	4.5	♦	15.1
—	Do. Cap. (£1)	718				
—	City & Foreign Inv	106xd	10.3	1.0	♦	1.3
Dec June	City of Oxford	263	28.10	7.25	1.0	3.9
July	Cons. Venture Tst 10p	111	29.4	0.85	0.8	1.1
—	Do. 100 Warrants	31				
—	Do 120 Warrants	25				
—	Contl Assets Tst 75p	55				
—	Do. Warrants	36				
Feb Aug	Continental & Ind	745	23.12	M21.0	1.0	4.0
April	Crescent Japan 50p	181	24.2	0.35	♦	0.3
—	Crdn. Fabrugn £1	420				
Feb Aug	Danae Inv	66½	13.1	t4.9	1.0	10.5
—	Do. (Cap) 2p	17				
Aug Feb	Derby Tst Inc	126	27.1	8.37	1.0	9.5
—	Do. Cap 10p	136				
Mar Dec	Drayton Cons	339	11.11	10.0	1.0	4.2
Apr Aug	Drayton Far East	157	24.2	1.1	0.8	1.0
—	Do. Warrants '82 91	67				

INVESTMENT TRUSTS—Cont.

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's
April	Drayton Japan	565	24.2	1.0	1.3	0.3
Sept Apr	Drayton Premier	512	29.7	tH18.6	1.0	5.2
Nov. May	Dualvest Inc. 50p	64	11.11	t9.98	1.0	22.3
—	Do Capital £1	£13⅛				
Jan. July	Dundee & London	196	23.12	5.4	0.7	3.9
April	Edinburgh Am Tst	115xd	10.3	tH0.45	1.5	0.6
Mar Oct	Edinburgh Fin Tst	42	16.9	tq0.72	1.2	2.4
Dec July	Edinburgh Inv	344	28.10	t3.25	1.0	3.2
—	Edinburgh in Wrts	45				
Jan. July	Electra Inv. Tst	146	9.12	t3.7	1.1	3.6
Feb. Aug	Elect. & Gen	343	23.12	t3.6	1.2	1.5
April	Energy Res. & Serv $5	335xd	10.3	Q15c	♦	3.2
April	Eng & Dutch Inv (Pf£1)	£34	1.4	tQ47%	0.9	3.7
Dec. July	Eng. & Intnl. Tst	148	11.11	b3.5	1.0	3.4
—	Do. Warrants	60				
Oct. April	Eng & NY Trust	125	24.2	2.5	♦	2.9
Oct April	Eng & Scot Inv	85xd	10.3	1.4	♦	2.4
Jan May	Ensign Trust	136	9.12	t1.4	1.0	1.5
—	Do. B	135				
Jan Aug	Equity Consort £1	282	9.12	M11.55	1.2	5.9
August	Do. Dfd 50p	525	16.7	M14.7	1.1	4.0
Sept May	European Assets DFl1	200	12.8	Q10%	♦	1.3
Jan July	F & C Alliance Inv	101	23.12	t1.7	1.0	2.4
October	F & C Eurotrust	226	16.9	1.7	1.2	1.1
Nov May	F & C Pacific Inv. T	166	30.9	M1.25	1.2	1.1
May Nov	Family Inv Tst	257xd	10.3	8.25	♦	4.6
Jan Aug	Fashion & Gen	418	9.12	t15.8	1.0	5.5
July	First Charlotte Assets	9½	13.5	0.05	♦	0.8
Apr Oct	First Scot. Am	310xd	10.3	10.0	♦	4.6
—	Fledgeling Japan Ic	63½				
—	Do Warrants	14				
Apr. Aug	Fleming American	550	10.2	5.25	1.1	1.4
June Dec	Do 7pc CvUnLn 1999	£137	25.11	Q7%	—	F5.2
Mar. Sept	Fleming Claverhouse	146	27.1	5.07	1.0	4.4
Apr Oct	Fleming Enterprise	320	10.2	t8.5	1.0	3.8
Dec July	Fleming Far Eastern	105	11.11	tH1.0	1.0	1.4
Apr Sept	Fleming Fledgeling	121	10.2	2.5	1.0	3.0
Apr. Nov	Fleming Japanese	687	30.9	4.0	1.0	0.9
Oct May	Fleming Mercantile	139xd	10.3	3.6	♦	3.7
Feb Aug	Fleming Overseas Tst	136	23.12	2.75	1.1	2.9
Feb. Sept.	Fleming Tech. Inv	156	27.1	2.3	1.0	2.1
Nov. July	Fleming Universal	367	30.9	M5.0	1.0	2.0
Oct Apr	Foreign & Col	83xd	10.3	1.47	♦	2.5
July Dec	Fulcrum Inc	65	9.12	5.6	1.0	12.3
—	Do. Cap. 2½p	6½				
May Nov	Fundinvest Inc	47½	11.11	6.39	1.0	19.2
—	Do. Cap	347				
June Dec	GBC Capital	107	20.5	Q2.8c	1.3	1.9
—	Do Warrants	35				
Jan July	GT Global Rec £1	152	9.12	2.0	0.9	1.9
Oct. Mar	GT Japan	156	10.2	1.4	1.0	1.3
Jan. July	Gartmore American	131	9.12	t2.0	1.1	2.2
Apr Nov	Gartmore Intl & F. Tst	54	24.2	1.1	0.7	2.9
—	Do. Warrants	12½				
Aug Mar	Gen Consolidated	308	24.2	11.1	1.0	5.2
Sept Apr	General Funds 5p	146	24.2	2.0	♦	2.0
—	Do Conv. 2p	148				
	For Gen Stockholders see Govett Enterprise					
—	German Securities	103				
—	German Small Inv 5p	132				
Mar. Aug	Glasgow St'hldrs	129	24.2	2.3	1.1	2.5
Jan July	Globe Inv	340	25.11	t9.9	1.0	4.2
Jan July	Govett Atlantic	143	25.11	2.8	1.1	2.8
Jan July	Govett Enterprise 12½p	156	25.11	3.15	1.1	2.7
July Dec	Govett Oriental Inv	171	28.10	t2.32	1.1	1.9
June Jan	Govett Strngc Inv 10p	222	28.10	3.6	1.0	2.3
March	Greenfriar Inv	385	11.2	1.7	1.1	0.8
Dec Aug	Gresham House	245	11.11	4.4	1.8	2.6
Oct Apr	Group Investors	267	24.2	t4.8	1.1	2.6
Jan Aug	Hambros Inv Tst	186	11.11	t4.2	1.0	3.2
—	Do. Warrants	43				
July Dec	Halt (Philip)	284	28.10	9.65	1.0	4.9
September	Independent Inv	272	12.8	0.5	1.9	0.3
Apr Oct	Inv in Success	582	12.8	5.74	♦	1.4
Oct Mar	Investors Capital	256	10.2	ab.8b	1.0	3.8
December	Japan Assets 10p	58	11.11			
—	Do Warrants	19				
June Dec	Do 4¼pc Cv Ln 1994	£102	11.11	Q4¼%	—	(4.5)
Dec July	Jersey Gen. £1	358	25.11	tQ13.75%	1.0	3.9
Nov Apr	Jos Holdings	152	24.2	t3.7	1.0	3.5
May Nov	Jove Inv. Inc. 10p	70½	30.9	15.0	1.0	10.1
—	Do. Cap 2p	28				
Jan July	Keystone Inv 50p	475	11.11	10.0	1.0	3.0
	For Lake View Inv see Govett Oriental Inv					
July Mar	Lancs. & London Inv	144	24.2	7.13	♦	7.1
Apr. Oct	Law Debenture	210xd	10.3	6.3	♦	4.3
Aug. Feb	Leda Inv. Inc. 20p	34½	10.2	6.65	1.0	27.5
—	Do. Cap. 5p	187				
Dec July	Lon. Atlantic	186	11.11	t6.1	1.0	4.7
October	Lon. & Gart. 50p	277	12.8	t1.75	1.5	0.9
May Dec	Lon. & Strathclyde	148	25.11	2.65	1.0	2.3
October	London Trust	66	2.9	t1.25	0.8	—
—	Do Warrants	41				
June Dec	Lowland Inv	136	11.11	2.8	1.1	2.9
Sept. Mar	M & G Dual Inc 10p	336	13.1	28.75	1.0	12.2
—	Do Cap 10p	770				
July Jan	Do 2nd Dual Inc 10p	148	23.12	M11.05	1.0	10.7
—	Do Cap. 4p	167				
—	Marine Adv. S. Tst. £1	191				
—	Martin Currie Pac. 50p	103				
—	Do. Warrants	30				
Apr Sept	Meldrum Inv	223	24.2	5.5	1.1	3.5
May Oct	Merchants Tst	118	2.9	t4.3	♦	5.3
Apr Oct	Mid Wynd Inv Tst	180	24.2	t2.15	1.1	1.7
Jan July	Monks Invest	186	23.12	t2.4	0.9	1.8
Feb Sept	Moorgate Inv. Tst	365	23.12	M13.0	1.0	5.1
Feb Oct	Murray Income Tst	148	24.2	t5.4	1.0	5.3
—	Do. B					
Apr Aug	Murray Intl	257xd	10.3	t5.0	♦	4.5
—	Do. B	253				
Jan Sept	Murray Smllr Markets	265	11.11	t2.7	0.8	1.5
—	Do. B	261				
May Nov	Murray Ventures	355	14.10	5.5	1.1	2.2
December	New Aus. Inv. Tst. 50p	86	11.11	1.5	1.3	2.5
June Dec	New Court 50p	415	25.11	14.25	1.0	4.9
May	New Darien Oil Tst	55	25.3	0.63	♦	1.6
Jan July	New Throg. Inc	53	25.11	2.7	1.0	7.3
—	Do. Cap	46				
—	Do. New Wrrts	19				
April	New Tokyo Inv. 50p	242	24.2	0.8	♦	0.5
May Oct	1928 Invest	180xd	10.3	4.0	♦	3.2
—	Nordic Inv Tst 10p	54				
June Dec	Nth. Atlantic Sec	321	25.11	3.4	1.0	1.5
Dec. July	Nth. Brit. Canadian	227	14.10	6.2	1.0	3.9
December	North Sea Assets 50p	72	11.11	t0.5	♦	1.0
Jan July	Nthn. American	328	25.11	5.4	1.0	2.4
Jan. July	Northern Secs	185	11.11	t2.07	♦	1.6
June Dec	Outwich Inv	164	25.11	13.0	1.1	2.6
—	Pacific Assets Tst 50p	76xd	10.3			
—	Do. Ser. 1 Warrants	37				
—	Pacific Inv. Tst	88	17.6	0.35	♦	0.6
—	Do. Warrants	24				
—	Panther Bond Fund SA	650	3.83	Q40c	—	4.4
July	Personal Assets 12½p	39	3.6	0.2	1.3	0.7
—	Plantation Trust	69				
—	Do. Warrants	20				
November	Precious Metals Tst	116	28.10	0.55	♦	0.7
Aug. Feb	Raeburn	390	27.1	10.5	0.9	3.8
March	Rights & Iss. Cap	116xd	10.3	t0.2	♦	0.2
Oct. Mar	River & Mercantile	156	24.2	H6.0	1.0	5.5
Sept. Mar	River Plate Def	242xd	10.3	8.5	1.0	5.0
April	Robeco (Br.) Fl10	£23⅛	30.3	tQ27.2%	1.0	3.0
April	Do. Sub.Sh's Fl1	237	26.3	tQ27.2%	1.0	3.0
December	Rolinco NV Fl10	£20⅛	2.12	tQ14.8%	1.0	1.9
December	Do. Sub. Shs. Fl.1	206	2.12	tQ14.8%	1.0	1.8
Aug April	Romney Trust	293	24.2	5.0	1.3	2.4
—	Rorento NV Fl.10	£13½				
Oct. April	St. Andrew Tst	132	24.2	2.9	♦	3.1
Dec June	SPLIT Inc 10p	250	11.11	t19.1	♦	10.9
—	SPLIT Cap 10p	370				
Dec June	SPRAIT 50p	117	9.12	M3.15	1.0	3.8
—	Do. Warrants	62				
May Nov	Do. Cum Ptg Pref	129	28.10	M010%	—	7.8
Mar. July	Scot. Am. Inv 50p	294	24.2	6.55	♦	3.2
Oct Dec	Scot Cities 'A'	485	25.11	23.0	1.2	7.2
Oct May	Scot. East. Inv	106	16.9	2.0	♦	2.7
Feb July	Scottish Inv	340	23.12	5.95	1.0	2.5
Apr July	Scot & Merc A	432	9.12	t14.0	1.0	4.9
June Dec	Scot. Mort & Tst	482	28.10	17.5	1.1	2.2
June Dec	Scot. National	285	25.11	4.85	1.1	2.4
Apr. Oct	Sec. Alliance Tst	638	24.2	t16.25	1.0	3.7
—	Second Market Inv. 5p	134	—	u0.02	—	0.2
Dec June	Securities Tst. Scot	160	28.10	t4.8	1.0	4.3
Jan Apl Jy Oc	Shires Inv. 50p	289xd	10.3	M13.13	1.2	9.0
Sept Mar	Do. 11pc CnvLn 2003-4	£112	2.9	Q11%	—	9.9
Jan July	Smaller Cos Inv Tst	78	25.11	1.7	♦	3.1
—	Stewart Ent Inv 10p	38	3.6	0.4	0.6	1.5
May	S'holders F.E.S	192	15.4	Q1.5c	♦	0.6
	For Stockholders Inv see Govett Atlantic					
—	Strata Investments	107				
Jan. July	TR Australia Trust	83	25.11	t2.15	1.3	3.7
Fb.My.Ag.Nv	TR City of London Dfd	112	13.1	M3.9	1.1	5.0
Dec July	TR Ind & General	185	11.11	M3.8	1.1	2.9
Jan July	TR Natural Resources	225	9.12	7.5	1.0	4.8
Jan July	TR North America	98	9.12	M1.85	1.0	2.7
May Oct	TR Pacific Basin	146	14.10	1.0	♦	1.0
Jan July	TR Prop. Inv Tst	159	9.12	t3.55	1.1	3.2
Jan July	TR Technology	112	9.12	1.72	1.1	2.2
Feb Sept	TR Trustees Corpn	163	13.1	3.8	1.1	3.3
Sept Mar	Temple Bar	153	24.2	5.3	♦	4.9
Dec June	Throg. Sec. Growth	58	24.2	3.75	1.0	9.2
—	Do Cap. £1	347				
Apr Aug	Throgmorton Trust	280	10.2	8.35	1.0	4.3
—	Do. Warrants	92				
Mar Nov	Tor. Invest Inc	242	24.2	t13.83	1.2	8.2
November	Do. Cap.	478	30.9	t1.55	1.1	0.3
Feb. May	Trans. Oceanic	179	13.1	3.85	♦	3.1
Apr. Aug.	Tribune Invest	129	24.2	2.75	1.3	3.0
Oct. Apr.	Triplevest Inc. 50p	87½	14.10	t9.35	1.0	15.3
—	Do. Capital £1	925				
Oct April	US Deb. Corp	257	2.9	6.52	♦	3.7
July Dec	Viking Resources	54	11.11	t1.55	1.1	4.1
July Jan	Wemyss Inv. £1	512	25.11	22.0	1.1	6.1
Aug. Mar	Winterbottom 5p	92	27.1	2.34	1.0	3.6
Feb July	Witan Inv	194	9.12	t2.95	1.0	2.2
—	Do. Warrants	62				
Apr. Sept	Yeoman Inv	320	24.2	9.6	1.0	4.3

Finance, Land, etc

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
November	Abingworth 10p	299	14.10	t1.25	1.5		
Jan Aug	Aitken Hume	160	25.11	t7.7	1.1	6.9	(18.6)
Feb. July	Akroyd Smithers	675	25.11	17.5	2.4	3.7	16.4
—	Amalgamated F. Invs	19					
July Jan	Antofagasta Hldgs £1	390	30.9	Q27.5	♦	7.3	♦
July	Do. 5pc Cum Prf £1	70	25.11	Q5%	—	7.1	—
—	Argyle Trust	46	24.2	1.0	1.7	3.1	25.2
Jan July	Asset Trust 10p	84½	25.11	t0.9	1.1	1.6	—
June Dec	Aust Merch A$0.25	12	23.4	Q2c	1.6	11.6	4.9
—	Authority Inv 20p	123	12.75				
August	Barrie In & Fin 2½p	9½	15.7	0.1	4.0	1.5	23.2
November	Berkeley Technology	352	24.2	06.7	♦	4.0	♦
September	Biotechnology Inv $2	£11⅛	2.9	Q10c	—	0.6	—
—	Brunt Invs. £1	195					
May Nov	Britannia Arrow	143	30.9	b4.2	1.7	4.2	16.5
July Jan	Do. 9pcCv 95-2000	£148	9.12	Q9%	—	4.0	—
—	Canburn Vent. Cp. 5p	16					
April	Candover Inv	236	25.3	4.0	♦	2.5	♦
—	Centreway Trust 10p	25	6.84				
May Nov	Close Bros	233	14.10	7.38	1.4	4.5	22.8
Dec June	Comp. Fin Serv. 5p	115	11.11	R2.0	2.5	2.5	20.2
May	Duncan (W.) & G £1	£14	29.4	12.0	3.5	1.2	27.9
April Oct	Edinburgh Fd Man 5p	308	2.9	6.0	♦	2.9	♦
Jan Sept	Equity Fin. 10p	34	25.11	1.3	0.6	5.5	52.0
Mar. Sept	Do. 8pcCvU 95-2000	£70xd	10.3	Q8%	4.8	F11.0	—
Nov. June	Exco Int 10p	235	30.9	tH3.0	3.4	1.8	18.9
May	Ex Lands 10p	27	15.4	t0.6	—	3.2	—
April	F & C Ent Tst 10p	24	24.2	t0.1	1.9	0.6	—
—	Ferguson (J.) 10p	28	7.79				
—	Flextech 10p	38					4.7
April Oct	Framlington Grp	610	16.9	t15.0	4.2	1.2	28.8
Jan July	Frost Group	88	25.11	13.5	1.8	5.7	11.9
—	Gen Oriental $0.10	370					
March Sept	Hambro Trust	230	10.2	t6.98	1.0	4.3	33.0
June	Haw Par S$1	55	24.6	Q10c	1.2	6.0	13.9
Jan July	Henderson Adm Gp	£13⅛	25.11	t16.0	4.3	1.7	—
Nov May	Hunting Group	90	11.11	Q10.0	2.9	9.7	4.6
Apr Nov	Ind. Fin. & Inv. Cp	96xd	10.3	3.5	2.0	5.2	13.2
—	Intl City Hldgs	190	—	u9.0	2.2	6.8	7.8
Oct Apr	Int Inv Tst Jsy £1	620	30.9	Q10.0	♦	1.6	♦
May	Inv AB Beyer A SK50	950	9.5	Q7.8%	♦	3.9	♦
Dec Aug	Inv Intest Co	29	9.12	1.05	3.5	5.2	7.9
Jan July	Ivory & Sime O Ip	168	25.11	t4.25	1.7	3.6	29.9
Feb Sept	Kakuzi KS	75	27.1	d013½	2.4	8.2	5.1
April	Kellock Tst 5p	44	24.2	0.75	2.8	2.4	21.1
April	Do. Cnv Pf 5p	37	24.2	0.75	2.8	2.9	17.7
—	Keywest Inv A10c	295	14.2	g04.38	♦	0.8	♦
Jan July	Kitchen Taylor 10p	207	9.12	t11.0	1.9	7.6	9.1

FINANCE, LAND—Cont.

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
November	Kwahu 10p	37	30.9	t1.25	2.0	7.1	14.7
August	Leon & Av. Inv 10p	19	15.7	0.34	3.8	1.8	20.3
Feb Aug	London Inv 5p	28½	13.1	t1.19	2.1	6.0	9.4
Feb Nov	Lon. Merchant	64	23.12	1.22	2.1	4.9	11.3
—	Do Drfd	54					
Apr Oct	Do. 7pcCv2000-05	£84	28.10	Q7½%	4.8	F9.6	—
May Nov	MAI	385	14.9	16.8	2.1	5.8	10.0
July Feb	M. & G Group	770	10.2	15.0	2.2	2.8	23.4
Jan June	Majedie Invs 10p	168	25.11	t6.25	1.3	5.3	—
Mar Sept	Mercantile House	328	10.2	t13.0	2.4	5.7	(8.4)
Feb Oct	Merrrome Cap Pref	£620	3.10	t0510.05	—	12.1	—
October	NMC Invs 12½p	83xd	10.3	t1.0	1.4	1.7	(54.0)
—	Nat Home Loans 75p	45					
April Sept	Do 8pc Cv Ln 2005	£83	24.2	Q8%	—	(9.0)	—
May Nov	New Bank 5p	103	—	Hq2.47	—	3.5	—
Dec June	Do 7pc Cnv Red Prf	100	23.12	7%	—	10.0	—
—	Newmarket 5 cts	143	4.83				
December	Oceana Cons	45	16.9	1.0	8.3	3.2	4.9
July Oct	Paramo 10p	40	2.9	t1.1	1.3	3.9	26.8
—	Parrish (J.T.)	850	6.82				
Nov May	Plan Invest 10p	90	30.9	t1.65	3.3	2.6	16.3
Dec March	Silvermines 2½p	140	25.11	tH1.97%	5.1	4.9	7.9
Jan Aug	Smith Bros	194	9.12	Q06.0	2.9	4.4	10.8
	For Strata Investments see Investment Trusts						
Nov Apr	Tranocean. Serv. 50c	234	10.2	Q9.57	1.2	4.1	(18.0)
—	Do Warrants	111					
July	Utd Comp & Tech 50p	127	3.6	t1.5	1.6	1.7	52.7
Mar Nov	Westpool Inv	65	27.1	1.52	1.1	3.3	37.4
—	Yelverton Inv 5p	33	2.84				♦
July Oct	Yule Catto 10p	157	30.9	t6.0	2.8	5.5	7.3

OIL AND GAS

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
—	Aberdeen Am Pet £1	28					
—	Adelaide Pet NL	13					
—	Aran Engy 20p	17					
—	Atlantic Res Inc 05	15					
—	Bell Resources AS1	245	—	Q22.5c	4.8	4.5	4.7
—	Berkeley Expln	65					
—	Bridge Oil	88	—	Q3c	♦	1.9	♦
—	Bristol Oil & Min	9	9.82				
July Dec	Brit. Borneo 10p	343	11.11	t17.5	1.4	7.3	14.0
Nov. May	Brit. Petroleum	548	24.2	34.0	2.1	8.9	6.3
Jan. July	Do 8pc Pf £1	73	9.12	5.6%		11.0	—
Oct April	Brasoil 10p	188	12.8	t13.0	3.0	10.3	5.1
	For Brunswick see Mines/Australian						
—	Bryson Oil Gas 10p	33					
—	Buta Res Inc 0.25	5					
July Dec	Burmah £1	344	28.10	t10.75	2.5	4.5	10.3
Feb. Aug	Do. 8½pcLn 91-96	£86	13.1	Q8½%	16.2	(11.)	—
—	Caledonian Oil £1	250					♦
Jan. July	Carless Capel 10p	75	9.12	2.75	3.3	5.2	(6.4)
Jan. Aug	Century 10p	95	9.12	3.5	0.8	5.3	40.3
July	Charterhall 5p	24	13.5	1.2	1.5	7.1	11.3
May Oct	Charterhouse Pet	99	14.10	t1.25	6.3	1.8	15.6
Mar Jun S D	Chevron Cpn $3	£25⅛	6.8	Q$2.40	1.9	6.9	7.7
—	Churchill Res	4½					
—	Clarmont Pet NL	44	—	g05c	4.3	6.0	2.9
—	Clarif Oil	36					
—	Do. Warrants	7					
May	Clyde Petroleum	48	15.4	1.5	2.6	4.5	9.6
—	Command Pet. NL	5½					
—	Conroy Pet NL Pes	25					
—	Cons Intl Pet Crpn	112					
March Oct	Crusader Oil	70	10.10	tQ2.33c	7.3	1.7	8.9
—	Dorset Res C$1	14½					
May	Edinburgh Oil & Gas	40	29.4	0.15	—	0.5	—
—	Egerton Oil £0.05	18					
Nov May	ELF UK 12¼ Ln	£106½xd	10.3	Q12¼%	—	11.5	—
—	Energy Capital 12½p	34					
—	IIE R I.C. $1.25	75					
Nov May	Enterprise Oil	133	30.9	t8.0	3.9	8.6	3.9
—	Ex.Co Louisiana $0.01	58					
—	Falcon Res 10p	45					
—	Falmouth Pet	12					
—	Firstland Oil 10p	35					
—	Fishermen's Pet £1	80					
—	Floyd Oil 10p	60	—				26.0
—	Genoa Res & Inv 50c	72					
—	Gerber Energy 10c	30					
—	Global Nat Res	220					
May	Goal Pet 5p	44	29.4	g1.0	7.5	3.2	6.7
Aug March	Great Western Resl	63	27.1	2.0	♦	4.5	♦
—	Gulfstream Resl	37					
Ap Jy Oc Jan	Hamilton Oil Corp	852	11.3	Q10c	♦	0.8	♦
—	Highland Particips	172					
July Nov	Hunting Petrol	110	30.9	t8.0	1.8	10.4	6.1
Jan July	Do. 10pcCnv Ln. '97	£93	25.11	Q10%	9.9	F11.0	—
—	INOCO 10p	47					
Feb Aug	Imp. Cont. Gas £1	360	23.12	14.5	2.1	5.8	10.2
Mar Sept	Do 8pcCv Ln 95-200	£123	10.2	Q8%	42.5	16.7	—
—	Intl Scot Energy £1	58					
—	Intnl Energy US$0.40	72½					
—	Intl Atlantis Res	35					
—	Jackson Expln II	17	5.83				
—	Jebsens Drilling	15	9.83				
Oct April	KCA Drilling Lo	24	16.9	t2.0	0.6	11.9	(3.7)
—	Leonard Oil ASI	6½					
—	LonAmEngy NV	£250	8.11	Q530	—	8.1	—
May Oct	LASMO	143	16.9	t12.2	2.1	12.2	5.7
Apr Oct	Do. "Ops" 10p	260	30.9	91.4	—	50.2	—
July Jan	Do 9½pc CnRdPf £1	115	9.12	9.63%	—	12.0	—
—	Lysander Pet. 5p	38					
—	Magellan Pet	78					
—	Magnet Group 10c	4					
—	Marinex 10p	25					
—	Meridian Oil NV	10					
—	Monarch Pet NL	2					
—	Monument Oil 5p	11	—				49.2
June Dec.	Moonie Oil A$0.25	105	30.6	Q2.5c	—	1.1	—
—	Moray Firth	3					
October	New Court Nat. 5p	17	12.8	1.65	1.8	13.9	4.9
—	New London Oil 5p	35					
—	NZ Zealand Oil & Gas	16					
—	Night Hawk Res	50					
June	Norsk Hydro Kr 25	£12½	29.4	Q24%	♦	4.7	♦
—	Nth Sea & Gen Inv £1	33					
—	Offshore 10c	4					
—	Ohio Res	24					
June Nov	Oilfield Imp. Svc	65	30.9	1.0	0.8	2.2	—
—	Oliver Resources	22					
—	Orbit	40					
—	Osceola Hydro 20p	13					♦
—	Palliser Intl	4					
—	Peko Oil	40					
—	Petrone Res	29					
May	Petranol 10p	55	15.4	t1.0	4.6	2.6	9.0
May Oct	Petrocon 12½p	148	30.9	t5.25	3.3	5.4	8.1
—	Petrofina SA	£102½	26.5	BFr300	♦	4.0	♦
—	Petrogen Petroleum	16					
—	Phoenix Oil & Gas NL	3					
—	Pict. Pet. £1	75					
—	Premier Cons	29					
—	Ranger Oil	220					
Sept June	Royal Dutch Fl.10	£48¼	23.5	Q128.0%	♦	7.2	♦
Oct May	Santos A0.25c	181	10.4	Q20c	♦	5.4	♦
—	Sapphire Pet 50p	38					
—	Sceptre Resl	144					
Nov. May	Shell Trans. Reg	743	16.9	35.0	♦	6.9	♦
Feb. Aug	Do. 7pcPf £1	62	13.1	4.9%	—	11.3	—
Jan May	Sitkoline	143	25.11	9.0	1.6	9.0	9.6
August	Southwest Res. 40p	19	17.6	0.7	7.4	5.3	2.6
—	Sovereign Oil	65	—				2.9
—	Steana Romana R/V	12					
—	Sunmark Pet	11					
—	Sun (UK) Royalty £a	100					
—	TR Energy	18½					
Apr. Oct	Texaco 4¾pc Cnv	£62	14.10	Q4¾%	—	(7.7)	—
July	Total-Cie Fr Pet B	£31½	1.7	t30%	—	6.5	—
May Nov	Tricentrol	105	14.10	10.0	2.9	13.6	2.8
May Nov	Do 11pc Cv Ln '95-05	£89	11.11	Q11%	—	(12.8)	—
—	Triton Europe 5p	160					♦
—	Tuskar Res Ir 5p	24					
June Oct	Ultramar	190	2.9	10.5	2.7	8.2	(5.0)
—	Warrior Resl	14					
—	Woodside A50c	46					

OVERSEAS TRADERS

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's	P/E
April	African Lakes	58xd	10.3	1.5	♦	3.7	♦
February	Borthwick (Thos.) 10p	38	23.12	0.5	5.5	1.9	10.1
—	Boustead 10p	26	11.83				
July Jan	Finlay (James)	101	25.11	4.35	3.6	5.9	5.2
—	First Pacific Int 5c	5	—	00.1c	5.8	1.4	12.0
May	Gt. Nthn £10	£101½	20.5	Q12%	1.6	12.5	8.9
July Dec	H'rns. Cros £1	345	28.10	20.0	1.4	8.3	11.9
Jan July	Inchcape £1	365	11.11	18.15	1.3	7.3	(13.3)
July Nov	Jacks Wm	35	14.10	1.0	3.2	4.1	8.7
Oct. Apr	Lonrho	298	24.2	12.0	1.6	5.9	(13.0)
February	Nesco Invests	65	23.12	2.1	♦	2.2	♦
Aug Jan	Ocean Wlsns 20p	56	25.11	2.95	2.5	7.5	(6.0)
May Dec	Pat'son Zoch 10p	257	28.10	5.9	6.3	3.3	5.4
May Dec	Do 'A' N-V 10p	257	28.10	5.9	6.3	3.3	5.4
Oct April	Polly Peck Intl 10p	148	24.2	5.25	7.3	5.1	2.8
Apr Oct	Do. 9pcCvLn '03-08	£90xd	10.3	Q9%	—	(10.5)	—
Jan May	REA Hldgs	200xd	11.11	2.0	3.7	1.4	20.4
May Nov	Sime Darby M$0.5	38	30.9	Q10.8c	1.4		8.8
Dec July	Steel Bros	575	28.10	16.0	2.9	4.0	9.6
—	Tozer Kems 20p	97	4.82	—	—	—	15.2
Apr Oct	Do 8½pc Cm Pf 20p	95	—	8½%	—	2.6	—

PLANTATIONS

Rubbers, Palm Oil

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's
—	Anglo-East Plants	39	—			
	For Anglo-Indonesian see Chillington, Recent Equities					
August	Bertam 10p	78	15.7	1.25	2.1	2.6
May Nov	Cons. Plants M$0.5	48	16.9	tv036c	1.1	‡
—	Grand Central 10p	28	12.78			
Ap Aug Jan	Harrisons My. Pl. M$1	60	25.11	tv030c	1.5	‡
Nov. May	Highlands M50c	40	16.9	tv025c	—	‡
Apr Oct	Kuala Kepong M$1	39	24.2	v015c	1.2	11.3
July	Rowe Evans Inv 10p	40	17.6	2.25	2.6	8.0

Teas

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's
May	Assam Dooars £1	800	29.4	9.0	2.4	1.6
August	Lawrie Grp £1	£17½	1.7	35.0	4.3	2.9
Feb Sept	McLeod Russel £1	347	23.12	7.5	7.7	3.1
Apr. Oct	Do 8.4pcCm.Pf.	237xd	10.3	8.4%	19.3	5.1
Apr Nov	Moran £1	725	24.2	t12.3	3.2	2.4
	For Plantation & Gen Inv see Chillington, Recent Equities					
January	Williamson £1	560	25.12	20.0	6.6	5.2

MINES

Central Rand

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's
Aug. Feb	Durban Deep R1	587	23.12	Q117c	♦	6.5
—	East Rand Prp. R1	387	6.81			
—	Egoli Cons	82				
Mar Sept	Randfont'n Est R2	£64	10.2	tQ1,850c	3.1	9.4
March	Simmer & Jack R0.02	150	24.2	Q20c	♦	4.3
Aug. Feb	West Rand R1	223	9.12	Q120c	♦	17.4

Eastern Rand

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's
May Nov	Bracken 90c	137xd	10.3	tQ100c	1.1	23.7
—	Cons Mod'fein 5c	303	—	g053	♦	5.9
—	East Dagga R1	245	2.81			
Aug Jan	Eastern Trns. Cn 50c	£10½	23.12	tQ200c	2.3	6.0
Dec. June	ERGO R0.50	344	11.11	tQ65c	2.7	6.1
Aug Feb	Grootvlei 25c	318	9.12	Q180c	♦	18.3
May Nov	Kinross R1	£10½xd	10.3	tQ325c	1.3	10.2
May Nov	Leslie 65c	128xd	10.3	tQ105c	0.9	—
Aug. Feb	Marievale R0.25	113	23.7	Q70c	♦	20.1
—	Modder B Gold Hldgs	52				19.7
Mar Sept	S. African Ld 35c	128	10.2	Q47c	♦	12.0
August	Viakfontein 20c	93	1.7	tQ40c	0.9	13.9
May Nov	Winkelhaak R1	£13⅛xd	10.3	tQ460c	1.2	10.8
—	Wit. Nigel 25c	48	3.80			

Far West Rand

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's
Feb Aug	Blyvoor 25c	370	23.12	tQ180c	1.3	‡
Aug Jan	Buffels R1	£18	9.12	tQ815c	3.2	14.7
Feb. Aug	Deelkraal R0.20	165	23.12	tQ30c	1.8	5.9
Feb Aug	Doornfontein R1	800	23.12	tQ220c	3.0	8.9
Aug Feb	Driefontein R1	£12½	23.12	tQ310c	1.4	8.0
Mar Sept	Elandsrand Gld 20c	488	10.2	Q110c	♦	7.3
Mar Sept	Elsburg R1	175	10.2	tQ42c	1.0	‡
Jan Aug	Hartebeest 10c	290	23.12	tQ80c	1.7	8.9
Feb. Aug	Kloof Gold R0.25	537	23.12	tQ101c	1.8	
Feb Aug	Libanon R1	£12	23.12	tQ330c	1.8	8.9
Sept Mar	Southvaal 50c	£27⅛	10.2	Q660c	♦	7.8
Apr Feb	Stilfontein 50c	518	9.12	Q290c	♦	18.1
Mar. Sept	Vaal Reefs 50c	£55	10.2	Q1,900c	♦	11.2
Feb Aug	Venterspost R1	470	23.12	tQ240c	1.5	16.6
March Sept	Western Areas R1	273	10.2	tQ62c	3.1	‡
Mar Sept	Western Deep R2	£28⅛	10.2	Q640c	♦	7.2
Feb Aug	Zandpan 10c	52	23.12	tQ13c	1.0	8.3

MINES—Continued

O.F.S.

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's
January	Beatrix Mines R1	193	9.12	15c	♦	2.5
—	F S Cons. Gold 50c	750				
Mar Aug	Free State Dev 10c	285	12.8	Q15c	1.1	2.4
Oct May	Harmony 50c	887	30.9	Q265c	♦	10.0
December	Loraine R1	325	25.11	Q75c	3.1	7.5
Aug. Feb	St. Helena R1	925	9.12	Q450c	♦	15.9
May Nov	Unisel	485xd	10.3	tQ150c	1.1	10.0
Jun Dec	Welkom Gold Hldg 50c	473	11.11	Q234c	1.0	16.0

Diamond and Platinum

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's
Dec June	Anglo-Am Inv 50c	£53	28.10	Q590c	1.0	3.6
Nov May	De Beers Dl 5c	475	30.9	Q55c	♦	3.8
Feb Aug	Do 40pc Pf R5	425	23.12	Q200c		15.3
Apr. Oct	Impala Plat. 20c	665xd	10.3	Q135c	1.9	6.6
Apr Oct	Lydenburg 12½c	595	24.2	Q72c	1.0	4.0
Mar Sept	Rus Plat. 10c	745	10.2	tQ90c	1.4	3.9

Central African

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's
Jan June	Falcon Z50c	180	28.10	tQ100c	2.5	24.8
May	Wankie Col. Z$1	12	15.4	vQ5c	3.6	18.6
—	Zam Cpr $BD0.24	14½	9.80			

Finance

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's
April	Alex Corp SA $1.50	80xd	10.3	Q7.5c	4.4	6.7
Jan July	Ang. Am Coal 50c	£11	9.12	tQ195c	3.1	5.7
Jan Aug	Anglo Amer. 10c	£10½	23.12	Q135c	2.0	4.3
May Nov	Ang Am Gold R1	£52	30.9	tQ1450c	♦	9.4
Jan Aug	Angloval 50c	£39	23.12	tQ360c	2.9	4.3
—	Clogau Gold 10p	19½				
—	Com. Alex Corp	90	—	N05c	—	2.0
May Nov	Cons. Gold Fields	473	30.9	24.5	1.4	7.5
May	East Rand Con. 5p	54	15.4	1.0	1.0	2.6
Mar Oct	Gencor R1	758xd	10.3	tQ170c	1.1	7.3
Oct May	Gencor 40c	950	30.9	Q195c	♦	6.9
—	Gold & Base 12½p	31	10.74			
Mar Oct	Gold Fields S.A. 5c	945	24.2	tQ120c	2.0	4.1
Mar Oct	Jo'burg Cons. R2	£75	10.2	Q875c	2.2	3.8
Aug Feb	Middle Wit 25c	850	23.12	tQ105c	1.5	4.0
May Nov	Minorco $BD1.40	595	30.9	Q22c	1.2	2.7
Mar Oct	New Wits 50c	475	27.1	tQ70c	1.6	4.8
—	OFS Invs 1c	£19				
—	Rand London 15c	17	10.80			
July Jan	Rand Mines R1	£21	25.11	Q350c	2.8	5.4
June Jan	Rand Min Props R1	425	11.11	Q65c	2.6	15.0
Sept. Mar	Vogels 2½c	100	27.1	Q30c	♦	9.7

Australians

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's
—	Afro-West A$0.20	5¼	—	—	—	—
—	ACM 50c	82	—	—	—	—
—	Aquarius Expln NL	9	—	—	—	—
—	Assa Oil & Minerals	¼	—	—	—	—
—	Aust Hydrocarbons NL	4	—	—	—	—
—	Australis Mng N.L.	6½	—	—	—	—
—	Aurlwhim Res. NL	35	—	—	—	—
—	Aztec Expln	17	—	20.1d	—	2.9
—	Balmoral Res	9½	—	—	—	—
—	Barrack Mines	203	—	Q25c	♦	6.2
—	Black Hill Mins	16	—	—	—	—
December	Bond Corp	137	—	tQ8.33c	♦	3.0
Nov. Apr	Bougainville 1 Kina	111	11.3	Q14%	♦	6.2
—	Brunswick AS1	27	—	—	—	—
May Nov	CRA $2	380	11.3	Q15c	♦	2.4
—	Carr Boyd 20c	72	—	—	—	—
—	Central Kalgoorlie	19	—	—	—	—
—	Central Pacific	17	—	—	—	—
—	Cons. Gld Mg Areas NL	1½	—	—	—	—
—	Coltus Pacific NL A$2	9	—	—	—	—
—	Eagle Corp 10c	3½	—	—	—	—
—	Eastern Petrol Aus	11	—	—	—	—
—	Emperor Mines	157	—	Q6c	—	1.9
—	Endeavour 20c	12½	—	—	—	—
—	Enterprise Gld	16	—	—	—	—
—	Forsayth Oil Gas	35	—	—	—	—
—	Gem Exp & Minerals	40	—	—	—	—
Mr Jy Oct	GM Kalgoorlie 25c	395	13.6	tQ50c	—	‡
—	Great Victoria Gold	26	—	—	—	—
—	HMC Aust NL 20c	2½	—	—	—	—
—	Haoma NW	3½	—	—	—	—
—	Hawk Invsmnt A$0.2	57	—	—	—	—
—	Hill Minerals N.L.	37	—	—	—	—
—	Indian Ocean Res	20	—	—	—	—
—	Ivanhoe Gld NL	24	—	—	—	—
—	Jason Mining $A0.20	19	—	—	—	—
—	Jingellic Mnls	34	—	—	—	—
—	Julia Mines NL	16	—	—	—	—
—	Kalbara Min 20c	7½	—	—	—	—
—	Kia Ora Gold N.L.	8¼	—	Q0.25c	♦	1.5
—	Kitchener NL 25c	38	—	—	—	—
—	Meekatharra 25c	28	—	—	—	—
—	Metals Ex 50c	16	9.81	—	—	—
—	Metana Minerals N.L.	124	23.5	g05c	—	2.0
—	Metramar Mns 20c	56	—	—	—	—
Oct. Apr	MIM Hldgs 50c	117	12.2	g03c	—	1.2
—	Minefields Expl 25c	3	—	—	—	—
—	Minmet Secs $A0.25	17½	—	—	—	—
June Nov	North B Hill 50c	110	19.11	tQ06c	♦	2.7
February	Nth Kalgurli	42	—	22c	—	2.3
May Nov	Oakbridge 50c	41	30.4	—	—	—
—	Otter Exp'n NL	24	—	—	—	—
—	Pancont'l 25c	94	—	—	—	—
—	Paragon Resources NL	14	—	—	—	—
—	Paringa Mng Exp 5p	52	—	—	—	—
Apr. Oct	Peko-Wallsend 50c	258	15.3	tQ10c	♦	2.0
—	Pelsart Res NL	13	—	—	—	—
—	Portman Mining	10	—	—	—	—
—	Queen Margaret Gold	11	—	—	—	—
October	Renison 50c	265	13.9	tQ10c	1.1	1.8
—	Samson Exp'n NL	5½	—	—	—	—
—	Sons Gwalia NL	187	—	tQ16c	2.2	4.2
—	Sthn. Goldfields	14	—	—	—	—
—	Southern Pacific	6½	—	—	—	—
—	Southern Res	67	—	—	—	—
—	Southern Ventures 25c	3½	—	—	—	—
—	Spargos Exp'n	17	—	—	—	—
—	Swan Res 20c	7½	—	—	—	—
—	Thames Mining A$0.25	19	—	—	—	—
—	Utd Goldfields NL	48	—	—	—	—
—	West Coast 25c	15½	—	—	—	—
—	Western Coast 25c	9	—	—	—	—
May Dec	Westn. Mining 50c	166	21.10	tQ6c	0.7	1.8
—	Whim Creek 20c	110	—	Q5c	4.1	2.2
—	Windsor Res NL	30	—	—	—	—
—	York Resources	5½	—	—	—	—

Tins

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's
Apr. Nov	Ayer Hitam $M1	150xd	10.3	vQ155c	1.5	‡
July	Geevor	62	17.6	t12.0	1.9	‡
Jan Sept	Gopeng Berhad M$0.50	50xd	10.3	gS0.16	♦	11.1
—	Hongkong	650	6.81			
May	Jamar 12½p	19	15.4	2.5	♦	18.8
Dec Aug	Malaysia Mng 10c	21	11.11	tv06c	2.4	‡
—	Pahang	17		B—		
—	Pengkalen 20p	200	4.83			
December	Petaling $M1	118	25.11	vQ60c	0.2	15.1
September	Sungei Besi $M1	118	12.8	tvQ43c	—	‡
—	Tanjong 15p	118	6.81			
Sept. Mar	Tongkah H. Tin $M1	80	21.5	vQ23c	1.2	8.5
Oct July	Tronoh $M1	115	2.9	tvQ64c	1.1	15.4

Miscellaneous

Dividends Paid	Stock	Price	Last xd	Div Net	C'vr	Gr's
—	Anglo-Dominion	30				
—	Anglo Utd Dev	33	—	d1.05	♦	4.5
—	Colby Res Corp	50				
Aug. Feb	Cons. Murch 10c	225	13.1	tQ80c	3.9	‡
—	Emex Ist Ir 10p	31				
—	Greenwich Res	97				
Apr Oct	Hampton Areas 10p	123	23.12	3.75	0.9	4.1
—	Highwood Res	230				
Fb Jan Ag Nv	Homestake Mining $1	£17½	30.1	Q20c	—	0.8
—	McFinley Red Lake	185				
—	Musto Explorations	255				
—	New Sabina Res C$1	42				
—	Northgate C$1	225	9.77			
Jan. July	RTZ	630	28.10	t20.0	2.8	4.5
Jan July	Do 9½pcLn '95-2000	£135	28.10	Q9½%	14.0	(7.3)
—	Tara Expln $1	925				

NOTES

Unless otherwise indicated, prices and net dividends are in pence and denominations are 25p. Estimated price/earnings ratios and covers are based on latest annual reports and accounts and, where possible, are updated on half-yearly figures. P/Es are calculated on "net" distribution basis, earnings per share being computed on profit after taxation and unrelieved ACT where applicable; bracketed figures indicate 10 per cent or more difference if calculated on "nil" distribution. Covers are based on "maximum" distribution, this compares gross dividend costs to profit after taxation, excluding exceptional profits/losses but including estimated extent of offsettable ACT. Yields are based on middle prices, are gross, adjusted to ACT of 30 per cent and allow for value of declared distribution and rights.

- ● "Tap Stock".
- * Highs and Lows marked thus have been adjusted to allow for rights issues for cash
- † Interim since increased or resumed
- ‡ Interim since reduced, passed or deferred.
- ‡‡ Tax free to non residents on application
- ♦ Figures or report awaited
- ♥ Not officially UK listed; dealings permitted under Rule 535(4)(a)
- ✣ USM; not listed on Stock Exchange and company not subjected to same degree of regulation as listed securities.
- †† Dealt in under Rule 535(3)
- ¢ Price at time of suspension
- ¶ Indicated dividend after pending scrip and/or rights issue: cover relates to previous dividend or forecast.
- ♦ Merger bid or reorganisation in progress.
- # Not comparable
- ♠ Same interim: reduced final and/or reduced earnings indicated.
- § Forecast dividend: cover on earnings updated by latest interim statement.
- ‡ Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividend.
- ☆ Cover does not allow for shares which may also rank for dividend at a future date. No P/E ratio usually provided.
- || No par value

B Fr. Belgian Francs. Fr French Francs. ¶¶ Yield based on assumption Treasury Bill Rate stays unchanged until maturity of stock. a Annualised dividend. b Figures based on prospectus or other offer estimate. c Cents. d Dividend rate paid or payable on part of capital, cover based on dividend on full capital. e Redemption yield. f Flat yield. g Assumed dividend and yield. h Assumed dividend and yield after scrip issue. j Payment from capital sources. k Kenya. m Interim higher than previous total. n Rights issue pending. q Earnings based on preliminary figures. s Dividend and yield exclude a special payment. t Indicated dividend: cover relates to previous dividend, P/E ratio based on latest annual earnings. u Forecast, or estimated annualised dividend rate, cover based on previous year's earnings. v Subject to local tax. x Dividend cover in excess of 100 times. y Dividend and yield based on merger terms. z Dividend and yield include a special payment. Cover does not apply to special payment. A Net dividend and yield. B Preference dividend passed or deferred. C Canadian. E Minimum tender price. F Dividend and yield based on prospectus or other official estimates for 1984-85. G Assumed dividend and yield after pending scrip and/or rights issue. H Dividend and yield based on prospectus or other official estimates for 1986. K Figures based on prospectus or official estimates for 1984. L Estimated annualised dividend, cover and p/e based on latest annual earnings. M Dividend and yield based on prospectus or other official estimates for 1985-86. N Dividend and yield based on prospectus or other official estimates for 1985. P Figures based on prospectus or other official estimates for 1983. Q Gross. R Forecast annualised dividend, cover and p/e based on prospectus or other official estimates. T Figures assumed. Z Dividend total to date.

Abbreviations: xd ex dividend; xc ex scrip issue; xr ex rights; xa ex all; xd ex capital distribution.

REGIONAL & IRISH STOCKS

The following is a selection of Regional and Irish stocks, the latter being quoted in Irish currency.

Stock	Price	+ or −	Stock	Price	+ or −
Albany Inv 20p	104		Fin. 13% 97/02	£118¼	
Craig & Rose £1	£14		Arnotts	320	
Finlay Pkg 5p	47	+1	CPI Hldgs	57	
Holt (Jos.) 25p	745		Carroll Inds	171	
IoM Stm £1	75		Dublin Gas	56	
			Hall (R. & H.)	77	
IRISH			Heiton Hldgs	31	
Fund 11¼% 1986	£100		Irish Ropes	55	
Nat. 9¾% 84/89	£97⅞		Unidare	150xd	+5

"Recent Issues" and "Rights" Page 18
(International Edition Page 22)

This service is available to every Company dealt in on Stock Exchanges throughout the United Kingdom for a fee of £875 per annum for each security.

Company Notices

GOLD FIELDS COAL LIMITED

(Registration No. 01/01124/06)

("Gold Fields Coal")

(formerly The Clydesdale (Transvaal) Collieries Limited)

MERGER OF APEX MINES LIMITED

(Registration No. 01/00751/06)

("Apex")

and

THE CLYDESDALE (TRANSVAAL) COLLIERIES LIMITED

("Clydesdale")

(All incorporated in the Republic of South Africa)

Approval of Merger/Allotment and Issue of Share Certificates

The terms of the merger of Apex and Clydesdale which were set out in a circular posted to shareholders on 11 February 1986 have been approved by the shareholders concerned and, where applicable, by the Court. Gold Fields Coal has allotted new shares for issue to the relevant registered shareholders of Apex in terms of the merger.

Surrender of Share Certificates

Explanatory circulars containing a Form of Surrender have been posted to the registered shareholders of the former Clydesdale and the registered shareholders of Apex. Shareholders should submit the completed Form of Surrender together with their share certificates to the Transfer Secretaries at the address shown on the Form of Surrender.

Fractional Entitlements

Fractions of shares in Gold Fields Coal to which shareholders of Apex are entitled have been aggregated and will be sold by Gold Fields Coal at the best price reasonably obtainable. Cheques in respect of the net proceeds of the sale of fractional entitlements will be available from 24 March 1986 to such shareholders.

Stock Exchange Listings

The listing of Apex shares on The Johannesburg Stock Exchange (JSE) ceased at the close of business on 14 March 1986. The listing of the new Gold Fields Coal shares on the JSE under the abbreviation "GF Coal" and on The Stock Exchange, London, commence on 17 March 1986.

17 March 1986

Following the DIVIDEND DECLARATION by the Company on 9 January 1986 NOTICE is now given that the following DISTRIBUTION will become payable on or after 17 March 1986.

Gross Distribution per Unit	3.50 cents
Less 15% USA Withholding Tax	0.525 cents
	2.975 cents
Converted at $1.465	=£0.020307167

Claims should be lodged with the DEPOSITARY; National Westminster Bank PLC, Stock Office Services. 20 Old Broad Street, London EC2, on special forms obtainable from that Office.

United Kingdom Banks and Members of the Stock Exchange should mark payment of the dividend in the appropriate square on the back of the certificate.

All other claimants must complete the special form and present this at the above address together with the certificate(s) for marking by the National Westminster Bank PLC. Postal applications cannot be accepted.

DATE: 7 March 1986

NOTICE OF EXTRAORDINARY GENERAL MEETING

The Extraordinary General Meeting of Amer Group Ltd will be held at the Company's Head Office in Tuusula on Thursday, 3rd April 1986 at 2.00 pm. The Meeting will deal with the proposal of the Board of Directors that it shall be granted an authority for a period of one year to increase the share capital of the Company by means of a placing.

The Board of Directors decided at its Meeting on 25th February 1986 to propose that the Extraordinary General Meeting of 3rd April 1986 should empower the Board of Directors by virtue of Sec. 4:10 of the Companies Act to increase the share capital by an amount not exceeding FIM 32,000,000 and by way of issuing not more than 1,600,000 "A" shares with a nominal value of FIM 20 each and in all other respects on terms specified in the proposal of the Board of Directors. The shareholders' pre-emptive subscription right will be *disapplied*.

The proposal of the Board of Directors and the documents mentioned in Sec. 4:4.1 are available for shareholders' inspection from 26th March 1986 at the Company's Head Office which can be contacted by telephone on 358-0-255311/155, or by mail to Amer Group Ltd, PO Box 12, SF-04301, Hyrylä, Finland, not later than Tuesday, 1st April 1986. Shareholders who have not been entered in the share register must provide the Company at the same time with evidence of their title to their shares.

BOARD OF DIRECTORS

AMER GROUP LTD

Curaçao Depositary Receipts of

PIONEER ELECTRONIC CORPORATION

The undersigned, being the Agent of *Caribbean Depositary Company N.V.*, announces that Pioneer Electronic Corporation has declared a cash dividend of Yen 12 per share for the financial year covering the period 1st October, 1984-30th September, 1985 which will be payable as from 18th March, 1986 at the office of the undersigned. This distribution, which has been converted into U.S. dollars pursuant to section 4 of the Deposit Agreement, will be available to holders of CDRs against surrender of coupon No. 26 less 20% Japanese withholding tax, to the effect that per CDR evidencing

5 Depositary Shares $2.68 ($2.64)
10 Depositary Shares $5.36 ($5.68)
and
100 Depositary Shares $53.60 ($56.80)
is paid

The amounts stated between brackets represent the dividend less 15% Japanese tax. These dividends will be paid until 2nd May, 1986 but *only on condition that the coupons* to be surrendered will be accompanied by an "Affidavit" (obtainable with the undersigned), evidencing that the beneficial holders of the CDRs are residents of a country which has concluded a Tax Treaty with Japan. In the Netherlands dividends will be *paid to residents in Netherlands currency* at the daily rate of exchange unless otherwise instructed.

Pierson, Heldring & Pierson N.V.
Amsterdam, 7 March, 1986

CITY OF BERGEN

7½% 1973/1991

FLUX 500,000,000

On March 3, 1986, Bonds for the amount of FLUX 25,000,000 have been drawn in the presence of a Notary *Public for redemption on* April 10, 1986.

The following Bonds will be redeemable coupon due April 10, 1987 and following attached:

718 to 967 incl.

Amount outstanding:
FLUX 200,000,000.
Outstanding drawn Bonds:
3759 to 3892 incl.

The Fiscal Agent
KREDIETBANK
S.A. Luxembourgeoise

Luxembourg,
March 17, 1986.

CREDIT FONCIER DE FRANCE

US$350,000,000

Floating Rate Note due 1997

In accordance with the provisions of the notes, notice is hereby given that for the six months period from October 9 1985 to April 14 1986 the interest amount per US$10,000 to be *paid on April 14 1986 is US$419.43* (interest on the notes is subject to a minimum interest rate of 5 per cent per annum).

PERUVIAN NATIONAL LOAN

6% External Sinking Fund Bonds 1928

(Second Series)

S. G. WARBURG & CO. LTD. announce that Bonds for the nominal amount of £30,500 have been drawn for the semi-annual redemption instalment due 1st April, 1986.

The distinctive numbers of the Bonds, drawn in the presence of a Notary Public, are as follows:—

£1,000 Bonds

8529	8530	8572	8662	8671	8681	8692	8703	8730	8739
8789	8792	8855	8864	8866	8879	8916	8919	8949	8960
8963	9037	9061	9074	9095	9099				

£500 Bonds

7423	7493	7660	7750	7914	8057	8225	8358	8508

On 1st April, 1986, assented Bonds will become payable at the new par value of £174 for each £100 nominal, together with accrued interest to said date at the office of:—

S. G. WARBURG & CO. LTD.
Bond Department, 33 King William Street,
London EC4R 9AS

Interest will cease to accrue on the Bonds called for redemption on and after 1st April, 1986, and Bonds presented for payment should have attached all Coupons maturing after that date.

£21,100 nominal Bonds will remain outstanding after 1st April, 1986.

The following Bonds drawn for redemption on the dates stated below have not yet been presented for payment:—

1st October, 1985						
£500 Bonds	7398	7450	7890	7973	8150	8476
£1,000 Bonds	8588	8766	8853	8907	8977	
1st April, 1985						
£500 Bonds	7320	7342	7425	7764	8040	8081
£1,000 Bonds	8672					
1st October, 1984						
£100 Bonds	2471	3793				
£500 Bonds	8184	8337				
1st April, 1984						
£100 Bonds	3057	3495	5804			
£500 Bond	8172					
1st October, 1983						
£100 Bonds	1760	2297	3277	6122	6214	
£500 Bond	7596					
1st April, 1983						
£100 Bonds	2237	3513	4315	5799	6545	6686
£1,000 Bond	8638					
1st October, 1982						
£100 Bonds	1931	5523	5974			
1st April, 1982						
£100 Bonds	3424	4805				
£1,000 Bond	8761					
1st October, 1981						
£100 Bonds	2236	3432	4229	6081		
1st April, 1981						
£100 Bonds	10	1929	3729	4581	5826	
1st October, 1980						
£100 Bonds	3884	4314	4388	5975	6123	6489	6687	6981
£500 Bond	7503							
1st April, 1980								
£100 Bond	2733							
1st October, 1979								
£100 Bonds	3117	4624						
1st April, 1978								
£100 Bond	4830							
1st April, 1977								
£100 Bond	4316							
1st October, 1975								
£100 Bond	2734							

33 King William Street, London EC4R 9AS — 17th March, 1986

SOFTE—SOCIETE FINANCIERE POUR LES TELECOMMUNICATIONS ET L'ELECTRONIQUE S.A.

ECU 35,000,000 13% 1981/1987
GUARANTEED BONDS

On March 3, 1986, Bonds for the amount of ECU 1,400,000 have been drawn in the presence of a Notary Public for redemption on April 21, 1986.

The following Bonds will be redeemable coupon due April 21, 1987, attached:

24759 to 25010 incl.
25018 to 25550 incl.
25589 to 25628 incl.
25642 to 25650 incl.
25687 to 26352 incl.

Amount outstanding: ECU 28,000,000.
Outstanding drawn Bonds:

16055
16102
16106 and 16107
17082 to 17990 incl.
18005 to 18026 incl.
18238 to 18296 incl.
18305 to 18328 incl.
18359 to 18363 incl.
18391 to 18393 incl.
18406
18423 to 18425 incl.
18487 and 18488
18490 to 18492 incl.
18546 to 18550 incl.
18561 to 18599 incl.
18609 and 18610
18622 and 18623
18667 to 18671 incl.
18691 to 18698 incl.
18701 to 18705 incl.
18721 to 18738 incl.
18752
18848
18870 to 18879 incl.
19025 to 19030 incl.
19209 to 19214 incl.
19268

The Fiscal Agent
KREDIETBANK
S.A. Luxembourgeoise

Luxembourg,
March 17, 1986.

BANQUE NATIONALE DE PARIS

US$ 300 million floating rate notes 1985/2005

The amount of interest for the interest period beginning on October 17 1985 and ending on April 17 1986 as fixed by the reference agent will be US$4,013.19 per US$100,000 notes, being a rate about 7.93817 per cent.

Contracts and Tenders

KADUNA STATE AGRICULTURAL DEVELOPMENT PROJECT
No. 11 RACE COURSE ROAD
P.M.B. 2269, KADUNA, NIGERIA
INTERNATIONAL COMPETITIVE BIDDING
IFB No. KDADP-1

This is for the information of all concerned that certain amendments have been made to the original Bid Documents. The amendments are being posted to those who have already purchased the Bid Documents. The revised Schedule of Requirements is as follows:

Category	Item	Description	Quantity	Delivery within
1	1	330 HP Crawler Tractor	5	120 days
	2	200 HP Crawler Tractor	3	120 days
	3	196 HP Motor Grader	4	120 days
	4	150 HP Motor Grader	4	120 days
	5	330 HP Motorised Scraper	11	120 days
	6	2.5-3 cu.m. Front End Loader	2	120 days
2	1	8-10 Ton Vibratory Roller	7	120 days
3	1	8-10 Ton Truck Chassis Unit	8	120 days
	2	8-10 Ton Tipping Body	8	120 days
4	1	Low Loader Tractor	4	120 days
	2	50 Ton Low Loader Trailer	4	120 days
5	1	9000 Lt. Water Bowser	11	120 days
6	1	120 HP Agricultural Tractor	8	120 days
	2	6 Ton Trailer 2 WD	8	120 days
	3	Reversible Disc Plough with 4 disc (66-71 cm)	8	120 days
	4	Disc Harrow 2.44m wide	8	120 days
7	1	50mm Water Pump Set (Petrol Engine)	1000	120 days
	2	75mm Water Pump Set (Petrol Engine)	600	120 days
	3	75mm Water Pump Set (Diesel Engine)	50	120 days
8	1	Pick Up Truck 2 WD	110	120 days
	2	Pick Up Truck 4 WD	24	120 days
	3	Station Wagon 4 WD	5	120 days
9	1	Motor Cycle 100-150cc	280	120 days

Eligible Parties which still wish to purchase the Bid Documents may do so by payment of N300.00 (in Nigeria only) or US$300.00 or equivalent of any freely convertible currency from either of the following.
(a) Chief Engineer, at the address given above. Phone: Nigeria 062 214293.
(b) FARA, 27 Dover Street, London W1X 3PA, U.K. Phone. U.K. 01-499 3679. Telex 296298 FARA G.

All concerned are further informed that the time and date of submission of Completed Bid Documents has been extended to 1200 hours, 30th April, 1986. The Bids will be opened at 1200 hours on 30th April, 1986.

Signed Programme Manager

TUNISIAN REPUBLIC
INTERNATIONAL TENDER FOR SALE
HOTEL HANNIBAL PALACE
PORT EL KANTAOUI

"La Société d'Etudes et de Développement de Sousse-Nord" intends to issue an international tender for the sale of the "HANNIBAL PALACE," a four-star luxury hotel in the seaside resort area of "Port El Kantaoui."

Upon publication of this notice, applicants can obtain specifications from the head office of the Company at Port El Kantaoui, against payment of 100 dinars.

Offers in triplicate, drawn up in Arabic, French or English, should be sent in a sealed envelope addressed to the PRESIDENT-DIRECTEUR GENERAL DE LA SOCIETE 4089, PORT EL KANTAOUI, TUNISIA, with the words "Appel d'offres international, Hannibal Palace, not to be opened before *31 March 1986*" *clearly* marked.

Applications received after the closing date will not be accepted (date of postmark will be binding).

ISLAMIC REPUBLIC OF PAKISTAN
HYDERABAD WATER SUPPLY AND SEWERAGE PROJECT

TENDER FOR SUPPLY AND INSTALLATION OF RAW WATER AND SEWAGE PUMPING PLANT AND SEWER CLEANING EQUIPMENT

The Government of Pakistan has *received a Special Funds Loan from* the Asian Development Bank in the amount of US$22 million to finance the improvement and expansion of the water supply and sewerage system of Greater Hyderabad.

The Hyderabad Development Authority invites tenders for the supply and installation of pumping plant together with associated switchgear control panels, valves and pipework. Tenderers must be nationals of, and the articles must be produced in, member countries of the Asian Development Bank.

The contract will comprise any or all of the following:

STATION PI—3 No. pump sets each of 320 litre/sec capacity when two working together, together with control panels, suction and delivery valves and pipework.

STATION PIII—4 No. pump sets each of 285 litre/sec capacity when three working together, together with control panels, suction and delivery valves and pipework.

BARRAGE PS—2 No. pump sets each of 545 litre/sec capacity when working together with control panels, delivery valves, pipework and sewer cleaning equipment.

Tenders must be submitted on the prescribed forms which can be obtained from the office of the Authority's Consulting Engineer, D. Balfour & Sons, P.O. Box 1053, Lattifabad, Hyderabad, Pakistan. Applications for the tender documents should be made by post or local representative, and must be accompanied by a non-refundable Bank Draft for Rs. 1,000/- (Pakistan Rupee one thousand only), from any scheduled bank of Pakistan, payable to the Project Director, Hyderabad Development Authority. *Closing date for return of tender docu-*

The Competent Authority reserves the right to reject any or all of the tenders without assigning any reasonments is 17 June 1986.

NATIONAL BANK OF HUNGARY

US$200,000,000

Floating Rate Notes due 2000

(Coupon No. 2)

Pursuant to note conditions, notice is hereby given that for the interested period from 17 March 1986 to 17 September 1986 an interest rate of 7 11/16% per annum will apply.

Amount per coupon US$392.92 payable on 17th September 1986.

Reference Agent:
The Long-Term Credit Bank of Japan Ltd
London Branch

INTERVENTION BOARD FOR AGRICULTURAL PRODUCE

INVITATION TO TENDER

Tenders are invited for the urgent supply of 8000 tonnes of soft wheat to Ethiopia for delivery on FOB stowed and trimmed terms to an EEC port. Loading shall commence no earlier than 7 April 1986 and no later than 21 April 1986 for 5 days.

The price for the supply and transportation costs of the soft wheat for the above tenders will be determined on examination of the tender which must be submitted by noon on 20 March 1986. To Branch B (Cereals), Internal Market Division, Intervention Board for Agricultural Produce, Fountain House, 2 Queen's Walk, Reading, Berks RG1 7QW. Tel: Reading (0734) 583626 Ext. 368.

Notices of invitation to tender together with tendering forms may also be obtained from the above address.

Personal

SEATFINDERS — Tickets all "sold out" events inc. Rugby, Covent Garden, Theatres, Wimbledon. Tel: 01-828 1678.

Clubs

EVE has outlived the others because of a policy of fair play and value for money. Supper from 10-3.30 am. Disco and top musicians, glamorous hostesses, exciting floorshows. 180, Regent St., W1. 01-734 0857.

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Washington: Editorial Room 504, 13416 Street North West, Washington DC 20005. Telex: 440540. Tel: 0202-347 4920.

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All advertising is subject to the publisher's current terms and conditions, copies of which are available on request.

BUSINESSMAN'S DIARY

UK TRADE FAIRS AND EXHIBITIONS

Current
Meat Technology and Food Processing Exhibition — MEATEX (0423 61819) NEC, Birmingham (until March 19)

Harrogate Fashion Fair (01-637 2400) Exhibition Centre (until March 19)

Materials Testing Exhibition—MT 86 (07072 75641) (until March 20) NEC, Birmingham

March 18-21
International Handling & Storage Exhibition (0695 58431)

March 24-27 NEC, Birmingham
Information Technology and Office Automation Exhibition and Conference—INFO (01-647 1001) Olympia

March 25-27
Fashion Fabrics Exhibition — FASHION FABREX (01-385 1200) Olympia

April 2-4
London Book Fair (01-940 6065) Barbican Centre

April 3-9
British International Antiques Fair (021-780 4171) NEC, Birmingham

April 8-10
National Pub, Club and Leisure Show (01-222 9341) Olympia

April 8-10
International Helicopter Technology and Operations Conference and Exhibition (01-549 5831) Aberdeen

April 14-18
International Fire and Security Exhibition and Conference—IFSEC (01-446 8211) Olympia

April 15-17
National Welding Exhibition—NORTHWELD (0403 68747) Manchester

April 21-25
International Brewing, Bottling and Allied Trade Exhibition—BREWEX (021-705 6707) NEC, Birmingham

April 21-25
International Packaging Exhibition—PAKEX (021-705 6707) NEC, Birmingham

April 29-May 1
British Electronics Week (0799 26699) Olympia

May 11-14
Business to Business Exhibition (01-729 0677) Barbican Centre

OVERSEAS TRADE FAIRS

Current
International Spring Fair (01-240 7013) (until March 22) Leipzig
Store and Shopfitting Equipment and Machinery Exhibition — KORSTORE (01-439 0501 (until March 21) Seoul

March 19-23
International Spring Trade Fair (01-977 4551) Vienna

March 20-26
International Machine Tool, Metalworking & Allied Industries Exhibition (01-486 1951) Beijing

March 22-24
International Footwear Trade Fair (01-493 3893) Dusseldorf

March 23-26
Fashion Week (01-486 1951) Munich

March 26-29
SE Asian Building and Construction Equipment Exhibitions — CONEQUIP / SIBEX (01-891 5051) Singapore

April 22-26
International Packaging Exhibition—PROPACK (021-705 6707) Brussels

April 22-25
International Traffic Engineering Trade Fair (01-437 2175) Amsterdam

May 2-15
International Printing and Paper Fair—DRUPA (01-493 3983) Dusseldorf

May 5-8
Business Efficiency, Office Automation and Business Communication Exhibition — BEE/OFEX (01-855 7777) Hong Kong

May 13-15
Production, Organisation and Technical Aspects of Shows & Meetings, Trade Fair and Congress — SHOWTECH (01-740 4444) Berlin

May 28-June 4
Mechanical Handling, Machine Tool & Products Exhibition (01-439 3964) Paris

BUSINESS AND MANAGEMENT CONFERENCES

March 17-18
FT Conferences: Pensions in 1986 (01-621 1355) Hotel Inter-Continental, W1

March 17-19
Iraq Reinsurance Co: International conference on war risks insurance (01-626 2351) Baghdad

March 19-20
Lion International: Planning construction management (01-833 2705) Tower Hotel, E1

March 20
LCCI: China—the prospects for UK business (01-248 444) 69 Cannon Street, EC4

March 21
Oracle Business Information: Managing a unit trust—taxation and accounting requirements (01-727 5120) City Conference Centre

March 25
Marketing Conferences: How to stay in business when the Financial Services Bill becomes law—Survival '86 (01-434 3711) Strand Theatre

March 25
Public Issue Conferences: Privatisation of the British Gas Corporation — industrial and economic implications (0932 246496) Press Centre, EC4

March 25
ICMA: How will the Budget affect north-west business? (0925 51222) Haydock Park Racecourse

April 7-8
FT Conferences: Technology and the New Securities Markets (01-621 1355) Hotel Inter-Continental, W1

April 11
Nolan, Norton/BIM: Creating wealth in the 90s (0536 204222) Bowater House, SW1

April 14-15
European Study Conferences: The London International Construction Conference (0572 822711) Hilton Hotel, W1

April 14-15
FT Conferences: The fourth manufacturing automation forum (01-621 1355) Hotel Inter-Continental, W1

April 15-16
IBC: Marketing in the travel industry (01-236 4080) Portman Hotel, W1

April 15
Oracle Business Information: Tax planning for the single contract self-employed (01-727 3503) 22 Portman Close, W1

April 17-18
Institute for International Research: The financial, commercial and entrepreneurial opportunities for prospering through privatisation (01-434 1017) 116 Pall Mall, SW1

April 20-22
The Economist: Intrapreneurship in practice—developing and managing innovation in large corporations (01-839 7000) Ettington Park Hotel, near Stratford upon Avon

April 21-22
Airfinance Conferences: The Annual Airfinance Conference (0376 62262) Plaza Hotel, New York City

April 22-23
Institute for International Research: Cashing in on plastic card evolution (01-434 1017) 22 Portman Close, W1

April 22-23
FT Conferences: The prospects for tourism in Britain (01-621 1355) Hotel Inter-Continental W1

April 23
Institute of Directors: Coping with success (01-839 1233) 116 Pall Mall, SW1

April 23-24
Westminster & City: Regulating the marketing of life assurance and unit trusts (01-582 7245) Hilton Hotel, W1

April 30
Public Policy Consultants: Advanced techniques of dealing with Government (01-606 6090) St Ermin's Hotel, SW1

Anyone wishing to attend any of the above events is advised to telephone the organisers to ensure that there has been no change in the details published.

Financial Times Conferences

TECHNOLOGY AND THE NEW SECURITIES MARKETS

London — April 7 and 8, 1986

This high-level conference will assess the implications of the race towards automation for October 27, the day the London Stock Exchange will set off the "Big Bang" restructuring of its trading practices.

The Stock Exchange's preparations for the new securities markets and the new trading and information systems will be reviewed by Mr Patrick Mitford-Slade, chairman of the *Stock Exchange's Projects Committee, and Mr George Hayter*, divisional director of Information Services, The Stock Exchange.

How technology is being applied to the Domestic Equities, Gilt-Edged Market, Futures and International Equities will be addressed by: Dr Paul Neild, Mr Peter Doney, Mr Michael Jenkins and Mr Jack W. Carrothers.

Mr George Macklin, president of the National Association of Securities Dealers, has been invited to speak on what can be learned from the NASDAQ experience.

MAJOR ASIAN ENERGY CONFERENCE

Hong Kong — June 5 and 6, 1986

A highly topical conference on "The Future for Oil and Gas *Investment in Asia and the Pacific Basin*" is to be staged in Hong Kong at the Meridien Hotel on June 5 and 6, co-sponsored with Petroleum News. Mr Dick van Hilten of Shell, Mr David Spottiswoode of Gassistance, Mr Peter Gaffney of Gaffney Cline and Mr Tatsu Kambara of Japan National Oil will be among the speakers.

LONDON WORLD GOLD CONFERENCE

London — June 18 and 19, 1986

This year's Financial Times World Gold conference will be held in London on June 18 and 19 at the Hotel Inter-Continental. Mr Robert Guy of Rothschilds has chaired and set the scene at each event in this long-running series and Dr Henry Jarecki is to act as co-chairman this year. Mr Tim Green, Mr Rolf Willi, Mr Brian Marber and Mr A. Schneider are among the contributors.

All enquiries should be addressed to:
The Financial Times
Conference Organisation
Minster House, Arthur Street
London EC4R 9AX
Tel: 01-621 1355 (24-hour answering service)
Telex: 27347 FTCONF G
Cables: FINCONF LONDON

WORLD STOCK MARKETS

AUSTRIA

1985/6 High	Low	Mar. 14	Price Sch %
2,460	2,150	Credit'stalt pp*	2,480
3,850	3,075	Goesser*	3,410
15,100	13,750	Interunfall*	13,750
21,000	18,600	Jungbunzlauer*	19,800
2,470	1,950	Laenderbank*	2,175
805	535	Perlmooser	685
225	144	Steyer-Daimler	167
10,150	8,850	Veitscher Mag*	9,420

BELGIUM/LUXEMBOURG

1985/6 High	Low	Mar. 14	Price Frs.
2,810	1,750	B.B.L.	2,790
12,100	0,750	Banq. Gen. Lux	12,100
13,200	5,448	Banq. Int. A. Lux	13,200
9,900	4,380	Bekaert	9,200
4,115	2,260	Ciment CBR	4,005
287	152	Cockerill	164
10,900	5,530	Delhaize	10,900
4,760	2,770	EBES	4,600
13,800	8,000	Electrobel	13,650
2,380	1,865	Fabrique Nat	2,090
6,410	2,865	GB Inno BM	6,400
3,020	1,835	GBL (Brux)	2,945
5,600	3,050	Generale Bank	5,580
6,840	3,575	Gevaert	6,400
7,390	5,170	Hoboken	7,260
3,800	2,025	Intercom	3,590
22,600	7,620	Kredietbank	15,000
11,900	9,450	Pan Hldgs	10,550
7,560	6,560	Petrofina	7,050
22,800	10,050	Royale Belge	22,800
2,585	1,615	Soc. Gen. Belge	2,610
8,660	6,770	Sofina	8,600
8,240	5,825	Solvay	8,100
—	—	Stanwick Intl	550
5,860	3,665	Traction el	5,700
6,950	4,500	UCB	6,850
6,100	2,005	Wagon Lits	5,220

DENMARK

1985/6 High	Low	Mar. 14	Price Knr. %
421	257	Andelsbanken	416
725	520	Baltica Skand	510
353	259	CopHandelsbank	320
675	385	D. Sukkerfab	405
400	260	Danske Bank	378
1,480	1,055	De Danske Luft	1,480
279	129	East Asiatic	279
1,080	770	Forenede Brygg	970
268	88	Forenede Damp	249
685	325	GNT Hldg	655
745	340	I.S.S.B.	745
855	465	Jyske Bank	795
1,895	1,165	Novo Inds	1,310
344	281	Privatbanken	298
529	280	Provinsbanken	442
345	217	Smidth (F.L.) B	319
1,150	880	Sophus Berend	985
530	266	Superfos	319

FRANCE

1985/6 High	Low	Mar. 14	Price Frs.
1,775	1,429	Emprunt 4½% 1973	1,599
8,829.9	7,030	Emprunt 7% 1973	7,450
414	235.2	Accor	387
720	508	Air Liquide	630
605	439	BIC	584
2,070	1,361	Bongrain	1,670
1,130	602	Bouygues	969
3,500	1,975	BSN Gervais	3,500
1,925	1,168	CIT Alcatel	1,935
3,410	1,790	Carrefour	3,400
1,635	390.1	Club Mediter'n	490
2,827	470.8	Cie Bancaire	1,160
406	239.5	Cofimeg	389
2,448	1,510	Damart	1,960
2,740	1,028	Darty	2,810
1,288	580	Dumez S.A.	1,150
1,270	529	Eaux (Cie Gen)	1,258
250	177	Elf-Aquitaine	225
5,130	1,810	Essilor	2,410
845	651	Gen. Occidentale	845
134	69	Imetal	82.5
1,128	361	LaFarge-Coppee	1,128
3,318	2,221	L'Oreal	3,180
3,140	1,850	Legrand	3,125
265.4	146.5	Maisons Phenix	247
1,960	1,400	Matra S.A.	1,825
2,559	735	Michelin B	2,559
5,380	2,078	Midi (Cie)	5,380
2,459	1,745	Moet-Hennessy	2,149
115.5	51.3	Moulinex	66.1
203.1	72.3	Nord Est	203.1
1,035	841	Pernod Ricard	1,012
563	417	Perrier	544
331	205	Petroles Fra.	327.5
955	240	Peugeot S.A.	955
524	177.5	Printemps (Au)	574
673	212	Radiotech	673
2,270	119.2	Redoute	2,218
1,790	1,360	Roussel-Uclaf	1,860
470	281	Sefimeg	452
7141.7	1,160	Skis Rossignol	1,215
3,105	2,200	Telemec Elect	2,990
1,020	410	Thomson (CSF)	940
610	130	Valeo	560

SWITZERLAND

1985/6 High	Low	March 14	Price Frs.
5,125	2,330	Adia Intl	5,000
920	630	Alusuisse	730
4,850	3,555	Bank Leu	4,310
1,950	1,360	Brown Boveri	1,730
4,550	2,470	Ciba Geigy	3,950
3,525	2,030	do. (Part Certs)	2,850
3,910	2,325	Credit Suisse	3,770
3,700	2,610	Electrowatt	3,575
1,370	605	Fischer (Geo)	1,345
141,000	83,500	Hoff-Roche PtCts	129,250
14,000	8,275	Hoff-Roche 1/10	13,050
7,950	5,545	Jacobs Suchard	7,450
3,850	1,890	Jelmoli	3,675
2,355	1,570	Landis & Gyr	1,940
9,500	5,600	Nestle	8,675
1,735	1,290	Oer-Buehrle	1,650
460	259	Pirelli	425
12,000	7,000	Sandoz (Br)	11,200
1,900	1,140	Sandoz (Pt Cts)	1,705
940	630	Schindler (PtCts)	820
1,980	1,000	Sika	1,625
7,100	3,785	Surveillance A.	6,450
2,220	1,048	Swissair	2,030
625.5	356	Swiss Bank	559
15,950	8,375	Swiss Reinsce	15,000
6,520	1,430	Swiss Volksbk	2,525
5,450	3,580	Union Bank	4,970
5,400	3,310	Winterthur	5,090
6,525	5,200	Zurich Ins	5,375

GERMANY

1985/6 High	Low	Mar. 14	Price Dm
342	100.3	AEG	332.2
2,665	861	Allianz Vers	2,390
325.5	176.8	BASF	324.8
350	185	Bayer	343
654	309.5	Bayern Hypo	609
605	318.2	Bayer-Verein	560
580	261	BHF Bank	520
652.5	351	BMW	546
312	187.5	Brown Boveri	285
369.8	160.9	Commerzbank	320.5
232.2	114.5	Cont. Gummi	230
1,445	593.5	Daimler-Benz	1,357
514	338	Degussa	460
246.5	150	D'sche Babcock	225
935	383.5	Deutsche Bank	832.5
482	178.9	Dresdner Bank	436.5xr
265	147	GHH	238
433	374	Henkel	425.6
850	460	Hochtief	875
329	182.5	Hoechst	324.5
199	97.5	Hoesch Werke	182
589	380	Holzmann (P.)	570
246	163	Horten	238.5
527	37	Hussel	509
384	206	Karstadt	381
463.5	205.6	Kaufhof	463.5
393	247	KHD	305
126.5	59	Kloeckner	107
693	361	Linde	635
418.5	180	Lufthansa	286.5
260	143.5	MAN	198
311.8	149.7	Mannesmann	268
1315	509	Mercedes Hld.	1,188
430	217.5	Metallgesell	355
3,950	1,062	Muench Rueck	3,800
613	507.5	Nixdorf	581
1,525	1,025	Porsche	1,245
356	231	Preussag	246
251.5	150	Rhein West Elect	242.5
395	238	Rosenthal	389
670	439.6	Schering	565
826.5	478.4	Siemens	731
190	86.4	Thyssen	186.8
368	174	Varta	354
309	165.7	Veba	307
185	122	V.E.W.	185
458	300	Verein West	435
575.5	189	Volkswagen	574

NORWAY

1985/6 High	Low	Mar. 14	Price Kroner
175	124	Bergens Bank	151
477.5	335	Borregaard	380
183.5	134	Christiana Bk	167.5
189	134.5	Den Norsk Credit	163
166	93	Elkem	104
237	151	Kosmos	160
211	134	Kvaerner	141.5
184	110	Norcem	122.5
467.5	302	Norsk Data	447.5
166.5	96	Norsk Hydro	132.5
308	217.5	Storebrand	255

AUSTRALIA

1985/6 High	Low	March 14	Price Aust. $
—	—	Adelaide Steams	15
5.93	4.28	ANZ Group	5.5
2.65	1.75	Ampol Pet.	2.3
1.4	0.75	Ashton	1.4
3.4	1.88	Aust. Cons. Inds.	3.4
3.4	2.2	Aust. Guarantee	3
3.5	2.28	Aust. Nat. Inds	3.5
3.48	2.4	APM	3.42
12.0	4.7	Bell Group	6.84
5.5	1.77	Bell Res	5.14
2.9	0.97	Bond Corp Hldgs	2.9
3.92	3.06	Boral	3.9
2.48	1.51	Bougainville	2.32
5.7	5.45	Brambles Inds.	5.7
2.65	1.65	Bridge Oil	1.7
7.67	3.62	B. H. Prop.	6.34
—	—	Burns Philp	5.8
6.5	4.28	CRA	6.26
8.25	2.64	CSR	3.18
—	—	Chase Corp	6.1
1.27	0.88	Claremont Pet	0.92
4.68	3.60	Coles Meyer	4.68
2.88	1.8	Comalco "A"	2.35
0.45	0.15	Consolidated Pet	0.18
2.5	1.25	Costain Aust	2.1
3.55	2.28	Elders IXL	3.48
1.85	1.30	Energy Res	1.7
3.23	2.05	Gen. Prop. Trust	2.33
3.84	2.33	Hardie (James)	3.45
2.6	1.5	Hartogen Energy	1.7
6.22	3.4	HeraldW'y Times	5.6
2.45	1.84	ICI Aust	2.4
0.39	0.18	Jimberlana F.P.	0.22
0.39	0.1	Kia Ora Gold	0.17
6.6	4.90	Kidston Gold	6.3
8.02	4.86	Lend Lease	8.02
3.35	2.15	MIM	3.46xr
3.8	2.82	Mayne Nickless	3.6
5.8	3.40	Nat. Aust. Bank	5.78
14.7	5.25	News	14.7
3.1	1.29	Nicholas Kiwi	3.0
0.92	0.65	Noranda P (Ppd)	0.92
2.82	1.72	North Bkn Hill	2.33
1.59	0.65	Oakbridge	0.88
3.28	1.86	Pacific Dunlop	3.28
2.15	0.90	Pancontinental	1.95
2.71	1.51	Pioneer Conc	2.5
4.8	2.2	Poseidon	3.45
1.80	1.07	Queensland Coal	1.35
4.25	2.0	Reckitt & Colman	4.25
1.85	1.08	Repco	1.85
6.65	3.6	Santos	3.75
6.5	3.35	Smith (Howard)	4.6
3.4	1.71	Thos. Nationwide	3.4
6.3	5.1	Tooth	6.2
4.6	1.95	Vamgas	2.05
4.54	2.62	Western Mining	3.48
5.7	3.35	Westpac Bank	5.7
1.61	0.77	Woodside Petrol	0.97
3.68	2.55	Woolworths	3.33
4.00	3.12	Wormald Intl	3.56

ITALY

1985/6 High	Low	March 14	Price Lire
29,800	16,400	Banca Com'le	28,000
608	66.6	Bastogi IRBS	551
4,579	2,169	Centrale	4,320
11,760	3,371	C.I.R.	11,750
4,300	1,960	Credito Italiano	4,300
9,999	2,065	Fiat	9,645
106,000	24,450	Generali (Assicur)	104,900
58,950	24,820	Italcementi	57,900
11,111	522	La Rinascente	1,385
4,000	1,340	Montedison	3,911
12,900	3,755	Olivetti	12,200
8,070	3,460	Pirelli Co	7,910
4,899	1,926	Pirelli Spa	4,845
7,299	3,420	Saipem	4,940
6,990	2,103	Snia BPD	6,650
46,010	12,420	Toro Assic.	45,000

NETHERLANDS

1985/6 High	Low	March 14	Price Fls
318	188.5	ACF Holding	293
123.2	78	AEGON	106.5
289	69.5	Ahold	79.1
170.7	100.5	AKZO	169.5
609.5	369	ABN	583
94	52.7	AMEV	78.6
117.6	66.6	AMRO	108.7
218	146.5	Bredero Cert	206
20.5	12.8	Bos Kalis Westm.	16.6
159	76.5	Buehrmann Tet.	155.7
38.7	19.5	Calland Hldgs	24
191.5	155.5	DordtschePet'm.	172.5
195.5	117.5	Elsevier NDU	173
98.5	43.1	Fokker	87.5
304	175.6	Gist Brocades	273.5
243.5	146.1	Heineken	232
93.3	57.2	Hoogovens	91.5
70.2	62.9	Hunter Doug.N/V	62.9
77.8	41.5	Int-Mueller	68.5
64	47.3	KLM	51.7
144.2	40.4	KNP	126.5
65	43	Naarden	53.1
91	65.6	Nat Ned Cert	81
255.5	147	Ned Mid Bank	217
217.7	125.9	Nedlloyd	185.2
458	288.5	Oce Grinten	438
37.3	25.6	Ommeren (Van)	33
92.5	59.7	Pakhoed	66.8
65.7	45.3	Philips	62.8
90.0	69.6	Robeco	89.8
141.7	131.5	Rodamco	137.8
77.7	62.8	Rolinco	77.7
49.9	43.3	Rorento	49.8
210.8	167.8	Royal Dutch	180.7
412.5	314	Unilever	409
307.5	143	VMF Stork	306.3
329	196.2	VNU	290
284	164.5	Wessanen	261.5
125	46.7	West Utr Bank	49.6

SWEDEN

1985/6 High	Low	March 14	Price Kroner
207	106	AGA	187
282	174	Alfa Laval B	277
406	285	ASEA (Free)	405
650	335	Astra (Free)	516
200	97	Atlas Copco	195
295	216	Cardo (Free)	287
199	113	Cellulosa	191
292	122.5	Electrolux B.	284
310	191	Ericsson B.	270
510	293	Esselte	510
242	149	Mo Och Domsjo	230
225	162	Pharmacia	209
595	327	Saab Scania Free	595
835	315	Sandvik	790
420	240	Skandia	410
100	42	Skan Enskilda	96
345	169	SKF	295
183	131	Sonesson	183
239	130	St. Kopparbergs	223
303	140	Sven Handelsbn.	295
301	180	Swedish Match	285
373	211	Volvo B (Free)	307

SINGAPORE

1985/6 High	Low	March 14	Price $
1.86	0.76	Boustead Hldgs	0.76
3.32	2.17	Cold Storage	2.25
6.4	4.46	DBS	4.60
6.5	3.70	Genting	3.70
2.59	1.58	Haw Par. Bros	1.76
3.32	1.94	Hong Leong Fin	1.85
2.74	1.38	Inchcape Bhd	1.38
1.34	0.70	Keppel Shipyard	0.70
6.45	3.64	Malay Banking	3.64
2.6	0.98	Malay Utd. Ind.	0.98
1.05	0.37	Multi Purpose	0.37
9.55	6.05	OCBC	6.35
4.36	2.15	OUB	2.15
1.78	0.83	Public Bank	0.83
2.16	1.24	Sime Darby	1.26
6.80	3.98	Singapore Air	6.25
6.85	5.40	Singapore Press	5.55
3.79	1.24	Straits Trading	2.08
2.98	1.94	Tat Lee Bk	1.94
4.66	2.91	UOB	2.84

SOUTH AFRICA

1985/6 High	Low	Mar. 14	Price Rand
2.65	1.15	Abercom	2.4
12	6.65	AE & CI	11.5
70.25	46.0	Allied Tech	61
58.5	39	Anglo Am. Coal	45
43.25	22	Anglo Am. Corp	42.75
696	151	Anglo Am. Gold	222
22	13.65	Barclays Bank	19
15.75	9.6	Barlow Rand	15.4
90	60	Buffels	74.5
3.35	1.5	CNA Gallo	2.35
5.35	3.1	Currie Finance	5
20.15	8.07	De Beers	20.15
57	40.25	Driefontein	52.85
33.5	29.25	FS Cons	31.50
43	22.75	Gold Fields S.A.	40.25
6.2	3.5	Highveld Steel	5.5
3.5	1.0	Malcor	2.9
15.80	6.35	Nedbank	6.35
15.65	10	OK Bazaars	13.75
52.75	29	Rembrandt	50.5
32	14.75	Rust Plat	32
17.1	10.25	Safren	16.5
21.25	6.1	Sage Hldgs	11
9.8	5.8	S. A. Brews	9.40
30.5	19	Smith (C.G.)	30xd
8.4	5.4	Tongaat Hulets	7.75
6.65	1.15	Unisec	6.60

HONG KONG

1985/6 High	Low	Mar. 14	Price H.K.$
27.2	18.9	Bank East Asia	18.9
22.2	10.6	Cheung Kong	18.3
17.4	12.3	China Light	15.6
1.6	0.54	Evergo	0.66
54	40.25	Hang Seng Bank	44.75
2.42	1.56	Henderson Land	1.73
15	5.40	HK China Gas	12.6
9.00	6.65	HK Electric	8.55
7.8	5.65	HK Kowloon Wh.	6.3
6.95	3.82	HK Land	5.7
8.8	6.85	HK Shanghai Bk	7.65
11.3	4.97	HK Telephone	9.9
28.5	18.5	Hutchison Wpa	24.6
1.0	0.65	Intnl City	0.97
14.6	8.05	Jardine Math	11.5
8.65	5.1	New World Dev	6.2
2.75	1.95	Orient O'seas	1.99
13.9	7.9	SHK Props	10.8
2.05	0.85	Shell Elect	1.04
34	20.3	Swire Pac A	31
8.1	5.1	TV—B	5.1
2.77	1.65	World Int Hldgs	2.1

JAPAN

1985/6 High	Low	March 15	Price Yen
1,555	1,040	Ajinomoto	1,410
876	415	All Nippon Air	855
2,097	1,190	Alps Electric	1,750
1,100	621	Asahi Chem	850
998	769	Asahi Glass	960
975	691	Bank Tokyo	804
585	500	Bridgestone	585
745	540	Brother Inds	570
1,480	880	Canon	980
2,060	1,350	Casio Comp	1,660
1,270	840	Chugai Pharm	1,140
1,143	605	Daiei	1,140
1,990	1,320	Dai Ichi Kan. B	1,600
401	197	Dai Nippon Inkk	382
1,650	962	Dai Nippon Ptg	1,560
1,100	532	Daiwa House	1,100
1,060	631	Daiwa Sec	1,050
2,002	1,183	Eisai	1,520
9,300	6,050	Fanuc	6,770
1,840	1,290	Fuji Bank	1,620
2,180	1,550	Fuji Film	1,840
1,320	808	Fujisawa	1,140
1,260	865	Fujitsu	990
455	312	Furukawa Elect	374
2,450	1,600	Green Cross	2,190
1,060	577	Heiwa Real Est	1,040
893	630	Hitachi	755
1,510	1,020	Hitachi Credit	1,510
1,550	1,010	Honda	1,070
1,640	844	Indl. Bk. Japan	1,280
218	140	Ishikawajima Hr.	181
489	320	Isuzu Motors	387
525	325	Itoh (C)	525
3,550	2,270	Ito Yokado	3,430
13,700	4,860	JAL	10,600
1,360	660	Jusco	1,240
620	269	Kajima	620
1,260	724	Kao Soap	1,230
213	134	Kawasaki Steel	151
1,010	548	Kirin	1,010
240	144	Kobe Steel	192
610	453	Komatsu	476
748	601	Konishiroku	680
419	316	Kubota	388
953	518	Kumagai	885
7,100	3,050	Kyocera	4,510
418	300	Marubeni	362
1,870	925	Marui	1,870
492	373	Mazda Motors	383
645	459	Meiji Seika	645
1,370	1,050	MEI	1,340
1,790	1,320	M'bishi Bank	1,550
575	343	M'bishi Chem	572
709	512	M'bishi Corp	680
410	328	M'bishi Elect	340
1,500	539	M'bishi Estate	1,500
478	234	MHI	407
1,280	930	Mitsui Bank	1,080
494	324	Mitsui Co.	473
1,390	592	Mitsui Estate	1,390
262	185	Mitsui Toatsu	245
725	587	Mitsukoshi	710
986	652	NGK Insulators	986
891	365	Nikko Sec	891
1480	1,150	Nippon Denso	1,220
1,360	900	Nippon Elect	1,250
750	322	Nippon Express	750
2,400	1,040	Nippon Gakki	1,440
1,610	730	Nippon Kogaku	1,110
162	128	Nippon Kokan	136
999	700	Nippon Oil	975
693	448	Nippon Seiko	456
1,150	520	Nippon Shimpan	1,150
204	143	Nippon Steel	166
424	325	Nippon Suisan	385
380	226	Nippon Yusen	361
665	525	Nissan Motor	548
600	488	Nisshin Flour	585
1,490	885	Nomura	1,490
1,430	890	Olympus	991
411	291	Onoda Cement	373
1,190	700	Orient Finance	1,180
3,700	2,250	Orient Leasing	3,680
3,270	1,590	Pioneer	1,800
1,160	791	Ricoh	910
1,400	960	Sankyo	1,260
1,720	1,170	Sanwa Bank	1,360
499	382	Sanyo Elect	400
815	399	Sapporo	815
1,000	535	Sekisui Prefab	1,000
9,950	6,700	Seven Eleven	6,790
1,180	740	Sharp	870
481	221	Shimizu Constn	453
950	642	Shionogi	930
1,700	1,030	Shiseido	1,620
265	199	Showa Denko	264
5,020	3,360	Sony	3,540
5,080	1,570	Sumitomo Bank	1,830
281	200	S'tomo Chem.	278
885	576	S'tomo Corp.	879
957	661	S'tomo Elect	916
169	137	S'tomo Metal	148
445	195	Taisei Corp	411
717	355	Taisho Marine	710
920	670	Taiyo Kobe Bk.	715
1,240	735	Takeda	1,240
6,550	3,510	TDK	5,710
562	429	Teijin	510
1,510	922	Toa Nenryo	1,510
1,800	855	Tokai Bk	990
1,100	750	Tokio Marine	1,100
3,580	1,400	Tokyo Elect. Pwr	3,580
395	160	Tokyo Gas	395
850	301	Tokyu Corp	850
1,260	786	Toppan Print	1,250
578	426	Toray	548
435	339	Toshiba Elect	363
1,860	807	Toyo Seikan	1,850
1,380	1,000	Toyota Motor	1,150
274	200	UBE Inds	244
3,440	1,260	Victor	2,140
835	630	Yamaha	670
925	580	Yamaichi Sec	880
4,450	2,480	Yamanouchi	3,010
1,160	610	Yamazaki	1,130
789	351	Yasuda Fire	660

SPAIN

1985/6 High	Low	Mar. 14	Price Pta %
785	305	Bco Bilbao	785
590	305	Bco Central	590
295	193	Bco Exterior	295
310	141	Bco Hispano	310
883	330	Bco Popular	883
640	324	Bco Santander	640
1,075	399	Bco Vizcaya	1,075
300	127	Dragados	300
127.8	70	Hidrola	127.8
150	91.5	Iberduero	150
356	125.5	Petroleos	348
182	94.5	Telefonica	182

NOTES—Prices on this page are as quoted on the individual exchanges and are last traded prices. ≠ Dealings suspended. xd Ex dividend. xc Ex scrip issue. xr Ex rights. xa Ex all. * Price in Schillings.

CANADA

TORONTO
Closing prices March 14

Sales	Stock	High	Low	Close	Chng
29618	AMCA Int	$18⅛	18½	18¾	
1400	Aberford	$5½	5⅛	5¼	−⅛
2135	Abitibi Pr	$26	26	26	
100	Acklands	$20⅞	20⅞	20⅞	+⅜
4870	Agnico E	$23¾	23½	23¾	+⅛
227505	Albrta En	$12⅝	11⅝	11¾	−⅞
3835	Albrta N	$15	14½	14¾	
131799	Alcan	$47⅝	46¾	47⅜	−⅜
546	Algoma St	$17⅞	17¾	17⅞	
74500	Asamera	$10	9½	9½	−⅜
8447	Atco I f	$9½	9⅜	9⅜	
14300	Atco II	$9¾	9¼	9⅜	−⅜
3050	BC Sugar A	$21	20⅝	20⅞	+⅛
2000	BGR A	$8⅝	8⅛	8⅛	−⅜
2180	BP Canada	$28¼	28	28¼	
1900	Banister C	$9⅜	9⅜	9⅜	
253466	Bk BCol	395	370	395	+30
107267	Bk Montl	$29¼	28	28⅝	−½
173884	Bk NScot	$13⅝	13	13½	
178494	Bell Can	$39⅝	39⅛	39½	+¼
24792	Bluesky	250	240	245	
12512	Bonanza R	280	277	280	
2378	Bow Valy	$11¾	11¼	11⅜	−½
1150	Bralorne	185	175	175	−10
2200	Bramalea	$16	15¾	16	
13434	Brascan A	$48	47½	47⅝	+⅝
34050	Brkwater	$6½	6⅜	6⅜	−⅛
500	Brenda M	$9½	9½	9½	
43041	BC ForP	$14½	14¼	14½	+⅛
70725	BC Res	155	151	155	+5
6993	BC Phone	$26⅜	26⅛	26⅜	
2400	Brunswk	$13½	13½	13½	−⅛
86785	CAE	$20½	20	20½	+½
7230	CCL B f	$20¼	20	20	−¼
8356	CIL	$33⅞	33⅝	33¾	−¼
6980	Cad Frv	$15⅞	15½	15⅝	−⅛
3650	Cambridg	$21⅜	21⅛	21¼	
4780	Camp RLk	$26⅞	26⅜	26½	−⅜
3359	Camp Res	280	270	280	+10
2505	Camp Soup	$27	27	27	
13018	Campeau f	$24⅝	24½	24⅝	
6458	CCom ex p	$15½	15⅜	15½	+⅛
9102	CDC f	$10¼	10⅛	10⅛	
400	Can Malt	$19½	19½	19½	
5469	C Nor West	$15¾	15½	15¼	
1917	C Packrs	$37¼	37⅜	37¾	+⅜
1800	CS Pete f	375	360	375	+5
1910	Can Trust	$49½	48½	49½	+½
600	CC Man Y	$28	28	28	
300	Cdn GE	$83¼	83¼	83¼	[illegible]
4	CG Invest	$48⅞	48⅞	48⅞	
701750	Cl Bk Com	$18⅝	17⅞	18⅛	−¼
2600	C Marconi	$24⅜	24⅛	24¼	
174100	C Ocdental	$18⅜	17½	17¾	−¾
482545	CP Ltd	$18⅝	18⅜	18⅝	+¼
224047	CTire A f	$14¾	14¼	14¾	+⅝
20125	CUtil A f	$18½	18¼	18⅜	
50	CUtil B	$18⅛	18¼	18¼	
12020	Cantor	$14¾	14⅛	14⅛	−¾
7000	Canron A	$17½	17½	17½	−¼
700	Cara	$24⅞	24½	24⅞	+⅜
15200	Cara A f	$24½	24¼	24½	+¼
11885	Carl OK	$13⅞	13¾	13⅞	+⅛
32175	Carma A	19	18	18	−2
9100	Carolin	198	191	197	−3
2211	Celanese	$16⅜	16¼	16½	+¼
17700	CentFd A	$6⅞	6⅜	6¾	−⅛
8680	Centrl Tr	$16¼	16	16¼	+⅛
2785	Chieftan	$9½	9⅜	9⅜	
100	CHUM B f	$49¾	49¾	49¾	+½
9709	Cominco	$12⅝	12¼	12¼	−⅜
25300	Computlog	$6½	6	6	−⅛
62262	Comput In	355	345	345	−15
500	Comterm	200	200	200	−5
12300	Con Bath A	$24⅝	24⅜	24½	+⅛
3756	CDistb B f	$6¼	6⅛	6⅛	
101456	Cons Gas	$24⅝	24⅛	24⅝	+⅜
1075	Con Glass	$23¾	23⅝	23¾	+½
825	CTL Bank	$9¾	9⅝	9¾	+⅛
105500	Conwst B	$6½	6⅜	6⅜	
30000	Corby	$17	17	17	
381	C Falcon C	$16½	16½	16½	
5700	Coseka R	175	165	165	−17
2606	Costain Ltd	$12¾	12¾	12¾	+¼
7210	Crownx	$28¾	28⅜	28⅜	−⅜
245850	Crownx A f	$27½	27⅛	27½	+½
12900	Czar Res	155	150	150	−15
62701	Daon Dev	465	450	455	+10
3500	Denison A p	$10⅝	10⅛	10⅛	−¼
69800	Denison B f	$10¼	9⅞	10	−½
2700	Develcon	430	420	420	−15
20625	Dicknsn A f	$8	7⅞	7⅞	−⅛
2725	Dicknsn B	$8⅛	8	8	−⅛
39480	Dofasco	$31½	31	31	−⅛
478131	Dome Cda	$5¼	5	5¼	+⅛
102258	Dome Mine	$12¼	11½	11¾	−⅜
171352	Dome Pete	205	180	186	−14
6826	D Textle	$19⅛	19	19⅛	+⅛
4494	Domtar	$30½	29⅞	30¼	+½
4200	Donohue	$27¼	27	27	−½
36200	Du Pont A	$32¼	32	32	
27310	Dylex A	$18½	18	18¼	−¼
1000	E-L Fin	$48¼	48¼	48¼	
26325	Echo Bay	$20	19¾	19¾	−⅛
7600	Emco	$27¼	27	27¼	+¼
2550	Equity Svr	$5¼	5⅛	5¼	
9350	FCA Intl	$16	15¾	15¾	−¼
116140	Fcnbrdg	$24⅛	23⅝	23⅝	−½
47230	Fed Ind A	$15¼	15	15⅛	+⅛
900	Fed Plon	$28½	28	28½	+½
600	Fnning A	$17	16¾	16¾	−¼
1700	Fnning B f	$16¼	16⅛	16⅛	+⅛
3800	FCity Fin	$11¾	11¼	11⅜	
1625	Ford Cnda	$170	168½	168½	+1½
11804	Gandalf	$7½	7⅜	7⅜	−⅛
10950	Gaz Metr	$11⅜	11	11¼	
700	Geac Comp	$6¼	6¼	6¼	
550	Gendis A	$38½	38½	38½	
126641	Genstar L	$44⅝	44	44¼	−⅜
5	Giant Yk	$21¾	21¾	21¾	
13900	Gibrltar	$9⅝	9¼	9⅝	+⅜
8518	Goldcorp f	$7⅝	7½	7½	−¼
8200	Grafton A f	$15⅝	15⅝	15⅝	+⅛
5900	GL Forest	$23½	23¼	23¼	
8700	Greyhnd	$28¼	27¾	28	−¼
24650	GuarPA f	$12¼	12½	12½	
32743	Gulf Can	$16⅝	16¼	16½	−⅛
4897	Hawker	$25⅝	25½	25½	
14806	Hayes D	$14¼	13¾	14	
9500	Hees Intl	$29¾	29½	29½	−¼
590	Heritag A f	$23¼	23	23¼	
157423	H BayMn s	$7¾	7⅝	7¼	+⅛
12584	H Bay Co	$28	27⅝	28	+⅛
104010	Husky Oil	$8⅝	8	8⅜	+⅜
37712	Imasco	$30¼	29¾	29⅞	−⅛
105110	Imp Oil A	$46⅝	45¾	46¼	−⅛
45692	Inco	$21⅞	20¾	21	−⅛
3000	Indal	$24⅝	23¾	24⅛	+⅛
3255	Inland Gas	$11⅞	11¾	11¾	−⅛
71500	Innopac	$19⅝	19¼	19¼	−¼
4923	Inter City	$15¼	14⅞	15	−⅛
25000	Intl Thom	$9¼	9	8⅞	−⅛
6413	Intpr Pipe	$40⅞	40	40¾	+1¼
23548	Ipsco	$10¾	10½	10½	−½
86800	Ivaco A f	$24¾	24½	24¾	+⅜
300	Ivaco B	$24½	24½	24½	
15137	Jannock	$24⅛	24⅛	24¼	
1015	Kerr Add	$15⅜	15	15	
2856	Labatt	$38½	38⅛	38¼	+⅛
162756	LL Lac	$22⅝	21¾	21¾	−¾
1160	Lacana	$9⅞	9	9⅛	
44450	Laidlaw A	$17½	17¼	17⅜	−⅛
58150	Laidlw B f	$17⅜	17	17⅛	−⅛
160946	Leigh Inst	445	430	445	+15
5050	Loblaw Co	$27	26½	26½	−½
5190	Lumonics	$15¾	15⅜	15½	−⅛
8800	MICC	375	365	375	+5
200	MSR Ex	285	285	285	+20
16377	Melan H X	$18½	18	18½	−⅛
1105	Mcln HY f	$17½	17⅜	17⅜	−¼
31416	Macmilan	$28¼	28¼	28	−¼
182974	Magna A f	$29¼	28⅞	29⅜	+⅜
12289	Maritime f	$14¼	14	14¼	
1500	Mark Spnc	$14⅞	14¾	14¾	−⅛
57440	Mass Fer	285	285	285	
7917	Merland E	220	215	215	−2
6300	Mintl Res	250	245	245	−5
51550	Mitel Corp	$7⅞	7¾	7⅞	+⅛
800	Moffat	$16	15½	15½	−½
19746	Molson A f	$25⅛	24½	25⅛	−¼
400	Molson B	$25	25	25	−¼
2248	Monaco A f	$6⅝	6½	6⅝	+⅛
13662	M Trusco	$18¼	19	19	
66563	Moore	$35½	35	35	−⅜
8000	Murphy	$19⅜	19¼	19¾	
64758	Nat Bk Can	$25½	25	25¼	+½
3832	Nt Vg Trco	$26½	26⅛	26¼	−¼
4400	Nfl CapA f	$7½	7¼	7¼	−¼
3150	Nfld LP A	$17⅞	17¾	17⅞	−⅛
91555	Noranda	$18¼	18	18⅜	+⅛
15410	Norcen	$13¾	13⅜	13½	−¼
1788	Norcn ord f	$12⅝	12½	12½	−⅛
850	NC Oils	$12¼	12	12¼	
95773	Nor Tel	$40⅞	39⅞	40⅜	−⅛
2900	Northgat	470	460	460	
178144	Nva AltA f	$6⅛	5⅞	6	
700	Nowsco W	$10½	10½	10½	
500	Nu West	39	39	39	+2
4800	Numac	$9¼	8⅞	8⅞	−½
1000	Oakwood	$5⅝	5⅜	5⅜	−⅜
1987	Oakwd A f	410	400	400	−10
4400	Ocelot B f	390	370	370	−30
2890	Omega Hyd	$5¾	5½	5½	
4925	Oshawa A f	$40	39½	39¾	−¼
61200	PacW Airl	$13½	13¼	13½	+¼
25892	Pgurin A f	$14⅞	14½	14¾	−⅛
14800	Pamour	$10⅜	10⅛	10¼	−¼
30600	PanCan P	$24½	23⅞	23⅞	−1½
1306	Pegasus	$9½	9⅜	9⅜	−⅛
3200	Pembina	$15¼	15	15¼	+¼
400	PJewl A f	$13⅜	13	13	−½
775	Pine Point	$8	8½	8½	−⅛
27236	Placer D	$24⅛	23⅞	24	−⅛
10460	Poco Pet	$8	7⅝	8	+¼
55100	Powr Cor f	$27⅝	26¾	27	−½
100	Precamb	350	350	350	
3300	Provigo	$18¾	18½	18¾	+¼
754	Que Sturg	455	455	455	+5
100	Quo Tel	$44	44	44	+1½
335095	Ranger	465	440	465	+15
36200	Rayrock f	$7	6¾	7	+⅛
5555	Redpath	$21⅞	21⅜	21⅜	−⅜
5600	Regionl R	295	280	290	−10
2900	Reitman A f	$30½	30⅛	30½	+½
16783	Rio Algom	$27¼	26¾	26¾	−¼
3600	Rogers A	$19½	19⅛	19⅛	−⅜
34204	Rogers B f	$20⅝	20	20¼	−¼
3150	Roman	$11⅝	11⅜	11⅝	+¼
1900	Rothman	$31½	30½	31	−¼
132393	Royal Bnk	$30¼	29⅞	30	−⅜
41500	RyTrco A	$30½	30⅛	30⅜	+⅛
291916	Royex	320	287	320	+10
3345	StL CemA f	$28	27⅞	28	+¼
6400	Sceptre	310	295	305	+10
510	Scot Paper	$26¾	26⅝	26¾	
1075	Scotts f	$37⅞	36⅞	36¾	−⅜
80129	Seagram	$77⅞	75⅞	77⅞	+2⅛
12919	Sears Can	$13¼	13	13⅛	+⅛
3978	Selkirk A f	$26¼	25⅞	26¼	+¼
155554	Shell Can	$22¼	21¾	22	−⅜
6900	Sherrit	$7¾	7⅝	7⅝	−⅛
6565	Southm	$20¼	20	20¼	
10128	Spar Aero f	$26½	26	26	−¼
102200	Steinbg A f	$43	42	43	
30898	Stelco A	$27⅝	26¾	27⅛	−⅛
22500	Sulpetro	75	71	72	−3
166105	Teck B f	$23⅞	23¼	23⅝	+⅛
2650	Terra Mn	268	265	268	+4
8675	Texaco Can	$26⅜	26¼	26¼	−⅜
30640	Thom N A	$28	27⅞	27¾	+½
175800	Tor Dm Bk	$23½	22¾	22⅞	−⅝
1700	Tor Sun	$23¼	23	23	−¼
9550	Torstar B f	$48	47¼	47½	
2250	Total Pet	$23	23	23	
805	Traders A f	$34¼	34	34¼	
5500	TrCan R A	160	150	155	−5
4325	Trns Mt	$11	10¾	10¾	−½
78584	TrnAlta UA	$27¼	26⅞	27⅛	+⅛

F–No voting rights or restricted voting rights.

MONTREAL
Closing prices March 14

Sales	Stock	High	Low	Close	Chng
188524	Bank Mont	$29⅛	28	28⅞	−⅜
5840	BombrdrB	$17⅝	17¼	17½	
5900	CB Pak	$28¾	28⅜	28¾	+⅜
24807	Cascades	$16¼	16	16	−⅛
1500	CIL	$33⅝	33⅝	33⅝	−⅜
8964	ConBath	$24⅝	24⅜	24½	
53846	DomTxtA	$19⅛	19	19	
64543	Gaz Metro	$11⅜	11⅛	11⅛	−⅛
2800	MntTrst	$19⅛	19	19	−⅛
52093	NatBk Cda	$25⅝	25	25¼	+⅜
40829	Power Corp	$27⅝	26¾	27	−½
19789	Provigo	$19½	18½	18⅝	+⅛
1000	RollandA	$21½	21¼	21½	−¼
32994	Royal Bank	$30¼	29¾	30	−¼
850	RoyTrstco	$30½	30¼	30½	
101515	SteinbrgA	$43½	42	43½	+1½

Total Sales 4,788,283 shares

OVER-THE-COUNTER
Nasdaq national market, Closing prices March 14

Continued from Page 33

Stock	Div	Sales (Hnds)	High	Low	Last	Chng
O O						
Oceaner		66	1¾	1 11-16	1 11-16	
Ocilias		96	13⅛	12⅞	13⅛	−⅜
OgilGps	.80	134	36½	36	36½	
OhioCa	3	404	89¾	89	89¾	+1
OldKnt	1.10	180	38⅝	38	38¼	−½
OldRps	.74	655	41¾	40½	41¾	+1¼
OldSpIC	2.60	87	21⅛	20¾	21	−⅛
OneBcp	.80	231	38¼	37½	37¾	−⅜
OnLine		29	11¾	11	11	
OpticC		305	17⅛	16⅞	17⅛	+½
OpticR		528	20¾	20	20¼	−¼
Orbanc		12	14	13¾	14	+¼
Orbit		5569	12	11⅞	11¾	+¾
OrlaCp		245	3⅜	3	3⅜	+⅛
Oshmn	.20	21	20	19½	19½	
OttrTP	2.84	61	37¾	37½	37¾	+¼
OvrExp		298	7	6¼	6½	−¼
OwnMs	.28	x59	19⅝	19½	19⅝	+⅛
P Q						
PNCs	1.32	803	45⅛	44⅝	44⅞	−1¼
Pacar	1.40	521	54¼	53¾	54	+⅜
PacFst		1649	18⅛	17¾	17⅞	−⅜
PacTel	.80	76	14½	14¼	14½	
PacoPh		447	21⅞	21¾	21⅝	+½
PancMx	.13	38	11½	11¼	11¼	
ParkOh	.60	27	10¼	10	10	
PatrtM		268	5⅛	4⅞	5⅛	+⅛
PaulHr	t	87	17	17	17	+½
Paychx		280	24¼	23¾	23¾	−½
PeakHC		1848	11½	11	11½	+⅛
PegGld	.08	188	6⅞	6⅝	6⅝	−⅛
PenaEn	2.20	14	38½	38	38	−½
Pentars	.72b	646	33¼	32½	33¼	+½
PeopEx	.10r	5290	9⅞	9⅜	9⅝	−⅜
Petrlte	1.12	306	27½	26¾	27½	+¾
Phrmct		313	7⅛	6⅞	6⅞	−⅜
PSFS	.20a	1363	12⅞	12¾	12⅞	+⅛
PhilGl	.53e	2406	24¾	24½	24¾	+¼
PhnxAm		297	4⅛	3⅞	4	+⅛
PicSav		6279	36¼	34½	34⅞	−1⅜
PicCafs	.52	153	25	24½	24¾	−¼
PionHi	1.04	1194	40¼	38¾	39¾	+¾
PionSt	.12	130	10⅜	10¼	10¼	
PoFolk		228	11⅛	10½	10¾	+¼
PlcyMg		1833	18	17¼	18	+¼
Porex		221	29¼	28½	28½	−½
Powell		40	2⅜	2⅛	2⅛	−¼
Powrtcs		95	17	16½	16½	
PwConv		16	13⅝	13⅝	13⅝	
PrecCst	.12	96	34	33⅞	34	
PrpdLg		79	15⅛	14¾	15⅛	+⅜
Priam		566	7	6⅞	7	+⅛
PriceCs		1111	44	43	43¾	+¾
Prtronx		135	12½	12⅛	12½	+⅜
ProdOp	.16	37	4⅝	4⅝	4⅝	
ProgCs	.12	205	63	62¼	63	+¼
PropTr	1.20	136	12	11⅞	12	
Provin		35	23	23	23	
PurtBn	.40	20	38¾	38¾	38¾	
QMS		350	11¼	10⅞	10⅞	−⅜
Quadrx		50	10⅞	10¾	10¾	−⅛
QuakCh	.42	23	17¼	16¾	16¾	−¼
Quantm		2239	23¾	21¾	22	
QuestM		359	6⅝	6⅛	6⅛	−⅛
Quixote		271	26¼	24½	26	+1¼
Quotrn		10007	15⅝	14½	14⅞	+¼
R R						
RAX	.01e	120	8¼	8⅛	8¼	
RPM	.62	203	21½	21⅛	21½	+⅛
RadSys		424	13⅞	13⅝	13¾	−⅛
RadtnT		757	8⅝	7⅞	8¼	+¼
Radion		8	9¼	9	9¼	+¼
Ragen		214	5⅝	5⅜	5⅜	−⅛
Rainer	1.08	375	42⅛	41⅜	41½	−⅝
RayEn	.24	56	21¼	21	21	
RedkCr		235	1 11-16	1½	1½	
Readng		554	22⅜	22	22⅜	−½
Recon		215	13⅛	12¼	12¼	−⅜
RedknL	.64	57	30¼	29½	29½	−¾
Reeves		500	14¾	14½	14¾	+¼
RgcyEl	.20	3317	7⅝	7⅛	7⅝	+⅜
Regiss	.12	11	17	17	17	
Reliab		12	5¼	5¼	5¼	+⅛
RpAuto	.16	28	9⅞	9⅝	9⅝	−¼
RpHlth		1986	17⅞	17⅜	17⅝	+¼
Reuterl	.15e	38	13½	13¼	13¼	
ReutrH	.33e	905	42	41⅛	42	+¾
ReyRey	1.40	50	63½	63	63½	
Rhodes	.32	47	25½	25¼	25⅜	+⅛
Ribilms		232	6⅝	6⅛	6⅛	
RichEls		56	26	26	26	+¼
Rival	.80	111	17	17	17	
RoadSv	1.10	476	42¼	41⅞	42¼	+¼
RobNug	.05	9	12¾	12⅝	12⅝	
RobVsn		181	10	9⅝	9⅞	
Rouses	.60	266	33¼	32¾	33	−¼
RoyPlm	t	89	8	7½	7¾	
RoylRs		11	2¼	2	2¼	
RustPel		8	13½	13⅛	13⅛	−⅛
RyanFs		945	22¼	21¼	21¼	−⅝
S S						
SAYInd		58	11	10½	11	
SCI Sy		3587	18½	17¾	18¼	+⅜
SEI		236	25¼	25½	25½	
SFE	.10r	142	8⅝	8⅜	8⅜	−⅛
SRI	.80	61	21¼	20½	21¼	+¾
Safecds	.24	454	31⅞	31¼	31⅝	−⅛
Safeco	1.60	1774	57½	57	57¼	+¼
SaitHis		38	12¼	11⅞	12¼	+¼
StJude		849	21¾	20¾	21½	+⅝
StPaul	3	5493	104	99¼	103½	+4½
SalCpt		587	8⅝	8¼	8⅝	+⅜
SanBar		14	6¾	6¼	6¾	+¼
SavnFs	.88a	9	36	35¼	35½	+¼
SBkPSs	.44	320	26½	25¾	25⅞	−⅜
ScanOp		1031	12¾	12¼	12⅝	+⅜
ScanTrs		173	20	19¾	19¾	
Scherer	.32	93	12⅛	11⅞	12⅛	+⅛
SchlmA	.44	218	37¾	36¾	37¾	+⅝
SciMic		707	5½	5⅛	5¼	
SciSft		8	5	5	5	
Scitex		148	8¾	7¾	8½	+½
SeaGal		565	3⅝	3⅛	3¼	
Seagate		8547	11	10¾	10⅞	+⅛
SecTag		843	2½	2¼	2½	+⅛
SEEQ		1909	3⅛	3	3⅛	
Seibel	.80	706	22¾	22½	22¾	
Semicn		6	7¼	7¼	7¼	+⅛
Sensor	.05	1386	8¾	8½	8¾	+⅛
SvcMer	.08	2650	15	14⅝	14⅞	+¼
Svmsts	.84	1783	25½	24¾	25⅜	+⅜
Servico	t	102	25¼	24¼	25	
SevOak	.16	60	22⅝	22⅜	22⅜	−¼
ShrMed	.60	2890	38¼	37⅞	38¼	+⅜
Shwmt	1.84	703	48¼	47¼	48¼	+1
Shelbys		156	23¼	22⅝	22⅝	−¼
Sheldl		276	9	8⅞	8⅞	
Shoneys	.18	1032	30⅛	29¾	30	
ShonSos		197	14½	14¼	14⅜	
Silicon		356	4¼	4	4	−⅛
SiliconS		215	15⅞	14⅞	14⅞	
SilicVal		59	19	18½	19	+¼
Silicnx		153	28¼	27¾	28¼	+½
Siltec		477	4¾	4½	4½	
Simpin	.80	310	24⅝	24	24⅛	+⅛
Sippins		88	12½	12¼	12¼	−¼
Sizzlers		670	19½	18¾	19	−¼
Skipper	.08	219	10⅛	9⅞	9⅞	
SmithL		369	3	2⅞	2⅞	
Society	1.92	165	64¼	63½	64	+¼
SoctySs		818	21½	20¾	21	+¼
Softech		228	11	10¼	11	+¾
SoftwA		707	19⅛	18¾	18⅞	+⅛
SonocPs	.88a	84	35¼	34⅞	35¼	
SonrFd	.60e	219	14	13¼	13¼	+¼
SoHosp		74	4¼	4¼	4¼	
SthdFn	.52	243	19	18⅝	18⅝	
Soutrst	.68	261	21⅛	20⅞	21⅛	
Sovrgn	.10	1472	9⅝	9¼	9½	
Sovrans	1.26	1102	35⅞	35⅜	35¾	−⅛
Specdy		167	26¼	25¾	25¾	−¾
Spctran		823	14¾	14	14½	
SpecCd	.07	480	9⅞	9½	9⅞	
Spire		37	15¼	15¼	15¼	+½
StarSur		899	10½	9¾	10½	+¼
StdBld	.20	156	9¼	9	9	
Standy	1.08	39	40	39½	40	−¼
StdMic		1601	17⅛	16⅝	16⅞	−¼
Stanhm	1.52	207	34⅝	33	33¾	+¼
StaStBs	.64	357	50	48¾	48⅞	+1
StateG	.05a	1720	8⅛	7¾	8⅛	+¼
Steiger		165	5⅜	5¼	5¼	−⅛
StewSty		28	15½	15¼	15½	
Stwinf	.72	26	27¾	27	27	−¾
Stifel		155	11	10¾	11	
Stratus		4565	19¼	17½	17¾	−1½
StrwCls	.78	265	48⅝	47½	48½	+½
Strykr		117	27	26½	27	+¼
Subaru	2.28	53	205½	201	205½	+4½
SubrB	1.92	148	101	100½	100½	
Summa		538	5	4¾	4⅞	
SumtHl	.10	712	11	10⅞	10⅞	−⅛
SunCst		828	2 9-16	2⅜	2 7-16	−⅛
SunMed		4	12	11¾	11¾	−⅛
SupSky		170	12	11½	11¾	+¼
Suprtex		164	3⅞	3¾	3¾	
SymbT		310	12¾	12½	12½	−⅛
Syncor		2538	6⅞	6⅝	6¾	
Syntech		104	9	8¾	8⅞	
Syntrex		214	5¾	5½	5½	−¼
Sycone	.20	63	13	12½	13	
SyAsoc		102	10	9¾	10	+¼
Systin		196	9⅛	8⅞	8⅞	
Systntg		76	15¼	14¾	14¾	−⅛
Systmt	.08	18	25¾	25¾	25¾	−½
T T						
TBC		382	14	13½	13½	+¼
TCA Cb	.16	409	26½	25½	26	+½
Tandem		4191	26⅞	25½	25⅝	−⅛
Tandon		2150	5¾	5⅝	5¾	
TcCom		47	18¼	18	18	
Telco		818	8⅞	8½	8⅝	−⅛
TlcmA		2200	47¼	46½	46⅞	−⅜
TelPlus		2771	9⅛	8⅞	8⅞	−¾
Telecrd	.36	1114	36¼	35¼	35⅞	+⅛
Telvid		276	3⅞	3¾	3⅞	
Telabs		328	11½	11⅜	11⅜	+⅛
Tebxons	.01	513	28¾	27	28½	+1
Tempo	.14	70	10½	10	10½	+¼
TermDt		25	3¼	3¼	3¼	−¼
TherPr		50	4½	4¼	4½	−⅛
Thermd		503	17⅛	15⅞	16¼	−⅝
ThrdNs	.76	205	29	28½	28⅝	−¼
Thortec		264	8⅛	7⅞	7⅞	−⅛
ThouTr		1382	6½	6	6	−½
Tiprary		311	7-16	⅜	7-16	
TotlSys		40	40	38½	39½	+1
TrakAu		101	14½	14¼	14¼	
TriadSy		559	11⅝	11⅜	11⅜	
TrusJo	.48	18	32¼	31¾	31¾	−¼
U U						
USLICs	.80	164	28½	28¼	28½	+¼
UTL		2247	19	18½	18⅞	+½
Ultray	.08e	507	10⅞	10⅝	10⅞	+¼
Ungmn		3812	12½	11⅞	12⅛	+⅛
Unitis		1589	14¼	13¾	14⅛	+½
UnPlntr		488	35	34¼	35	+¾
UACms	.08	250	27¾	27½	27½	−¼
UBAlsk		145	9¾	9⅝	9⅝	+⅛
UBCol	1.08	120	34⅛	33⅞	33⅞	−¼
UFnGrp		18	6¼	6	6	−¼
UFstFd	.10e	291	24	23¼	23½	−⅛
UGrdn	1.64t	198	11½	11	11¼	+¼
UPresd		112	14¾	14½	14⅝	
US Ant		85	2 15-16	2 13-16	2⅞	+1-16
US Bcp		11904	40½	38	40⅞	+2⅛
US Cap		121	3½	3¼	3½	+¼
USDsgn		52	3¾	3½	3½	−¼
US HltC	.05x	1948	17½	17⅛	17⅜	
USShelt	.12	21	4¼	4¼	4¼	
US Sur	.40e	874	19½	19¼	19⅜	+⅛
US Trs	1.32	175	54¾	54¼	54¾	+¼
UStain	.24	770	24	23½	23½	−½
UnTelev		25	28⅞	28⅝	28⅞	+⅛
UVaBs	1.84	85	55⅞	55½	55½	−⅜
UnvFrn		442	32½	30¼	32½	+2¼
UnvHlt		1516	16⅛	15¼	15⅞	+⅝
UFSBk	.15e	414	18	17	17	−⅛
Uscal	28	338	6⅛	6	6	
V V						
VLI		183	4⅞	4¾	4¾	−⅛
VLSI		1378	16¼	15⅞	16	−¼
VMX		616	5⅝	5¼	5¼	−¼
VSE	.20	60	15¾	15	15¼	−½
ValidLg		1671	7	6⅞	7	+⅛
ValFSL	t	211	26⅝	26½	26½	
ValNtl	1.32	356	45⅛	44⅞	45⅛	+⅜
ValLn	.40	28	25¼	25¼	25¼	
Vanzeti		14	4¾	4½	4¾	+¼
Ventrex		215	5¼	5	5	−⅛
Vicorp	.12e	733	18¾	18½	18¾	+⅜
ViedeFr	.22e	143	7⅝	7⅝	7⅝	
Viking		219	19	18½	19	−¼
Viratek		332	29½	28¾	28¾	−½
Vodavi		193	8⅞	8⅝	8⅞	+¼
Voltinf		205	20	19¾	19¾	+¼
W W						
WD 40	1.04	309	24¾	23¾	24½	+¾
WalbCs	.32	245	20½	19¾	19¾	
WkrTel		548	8⅝	8	8⅛	
WshE	1.76	279	24⅞	24¼	24⅝	−¼
WFSLs	.72b	305	35¼	34¾	34¾	
WMSB	.10e	1144	26	24⅞	24⅞	−¾
Wavetk		267	10⅛	9⅝	10	+⅜
Webb	.40	52	14¼	14	14	−¼
WestFn		210	37½	36¾	37½	+¾
WstFSL		135	20⅞	20⅝	20⅝	−¼
WMicTc		22	10¼	10	10	−¼
WtTlAs		65	20¼	19⅞	19⅞	−⅛
WmorC	.40	549	20½	19¾	20¼	+¼
WstwCs		72	12⅞	12¾	12⅞	
Wettra	.98	322	41¾	41⅜	41½	−¼
Wicat		1223	6¾	6⅝	6⅝	+¼
Widcom		220	2⅝	2½	2½	−⅛
Willmt	1.65	72	60½	60¼	60½	+¼
WillAL		1251	23	22¼	22⅞	+⅛
WmsSn		4	25¼	24½	25¼	+½
WilsnF		594	8½	8¼	8¼	
Windmr		613	6⅝	6¼	6¼	−⅛
WiserO	.60	113	14⅝	14⅛	14¼	+⅛
Woodhd	.80	87	14¾	14½	14½	
Worthgs	.44	303	27⅛	26⅞	27⅛	+⅛
Writer	.15e	315	10⅝	10	10½	
Wyman	.80	426	22¾	22	22¼	−¼
X Y Z						
Xebec		175	2	1⅞	1 15-16	
Xicor		1656	11¼	11	11⅛	+⅛
Xidex		4632	16⅝	16⅛	16½	+¼
YlowFs	.54	697	35	34½	34½	−⅛
Ziegler	.48a	10	17½	17¼	17¼	
ZionUt	1.36	19	51¼	50¾	51¼	
Zitel		9	4	3⅝	3⅝	−⅜
Ziyad		2398	7	6⅝	6⅞	+⅛
Zondvn		939	17¼	16⅞	16⅞	
Zymos		202	2¼	2⅛	2 3-16	+1-16

NEW YORK CLOSING PRICES

Continued from Page 33

12 Month High	Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close	Chng
101½	76	WisE pf	8.90	8.8		z700	101	101	101	
96⅝	66	WisE pf	7.75	8.3		z850	93	92	93	
46⅝	28⅛	WiscPL	2.84	6.2	11	81	46⅜	45⅝	46	+¼
45¾	29¾	WiscPS	2.86	6.2	10	421	u46½	45¾	46	+¼
51	33	Witco	1.48	2.9	13	153	50⅞	49¾	50⅞	+⅞
14	9¾	WolvrW	.24	2.0	22	504	12	11¾	12	+¼
72⅜	39¼	Wolwth	2	2.8	13	1367	71⅝	69⅞	70⅞	−¼
102	56¼	Wolw pf	2.20	2.2		8	101	100	100	−2
5⅝	3	WrldAr				50	4⅝	4½	4½	−¼
111⅞	57¾	Wrigly	1.80a	1.6	18	79	110	108¼	110	+1½
4½	2⅜	Wurltzr				17	3⅞	3⅞	3⅞	
17½	10⅜	WyleLb	.32	1.9	72	221	16⅞	16½	16⅝	
23⅜	15	Wynns	.60	3.4		15	17⅝	17½	17½	−⅛
		X Y Z								
72¼	42⅛	Xerox	3	4.2	16	3261	71⅝	69½	70⅝	−⅞
57⅞	49	Xerox pf	5.45	9.6		289	56¾	56⅜	56⅜	+½
37	28	ZaleCp	1.32	3.7	14	75	35⅞	35⅝	35⅝	−¼
15½	3½	Zapata	.03		32	297	4½	4⅜	4½	
70¾	40¼	Zayre s	.48	.7	22	2458	70⅝	69½	70	+¼
28⅛	16¼	ZenithE				3378	u28¼	24½	24⅞	−1
30½	9⅞	ZenLbs	.10i	.3	20	2670	30¼	29⅛	29⅝	+1½
23⅜	13¾	Zero s				198	21⅞	21⅜	21½	−⅛
45¾	26¾	Zurnin	1.32	3.0	16	81	44⅞	43⅝	43⅝	−¾

It's attention to detail that makes a great hotel chain, like providing the Financial Times to business clients. Complimentary copies of the Financial Times are available to guests staying at the Beach Plaza Hotel in Monte-Carlo, and the Hotel de la Trémoille in Paris.

FINANCIAL TIMES
EUROPE'S BUSINESS NEWSPAPER

NEW YORK INDICES

DOW JONES	Mar. 14	Mar. 13	Mar. 12	Mar. 11	Mar. 10	1985-86 High	1985-86 Low	Since Cmp High	Since Cmp Low
♦Industri'ls	1792.74	1753.71	1745.45	1746.05	1702.95	1792.74 (14/3/86)	1184.96 (4/1/85)	1792.74 (14/3/86)	41.22 (2/7/32)
H'me Bnds.	90.00	89.83	90.03	89.53	89.88	90.08 (4/3/86)	72.72 (20/3/85)	—	—
Transport	816.24	810.48	806.18	801.52	793.06	816.24 (14/3/86)	553.05 (4/1/85)	816.24 (14/3/86)	12.32 (8/7/32)
Utilities	189.47	188.04	188.40	186.81	182.81	189.47 (14/3/86)	146.54 (4/1/85)	189.47 (14/3/86)	10.5 (28/4/32)

♦Day's High 1768.80 (1773.55) Low 1729.53 (1733.48)

STANDARD AND POOR'S	Mar. 14	Mar. 13	Mar. 12	Mar. 11	Mar. 10	1985-86 High	1985-86 Low	Since Cmp High	Since Cmp Low
Composite‡	236.55	233.19	232.54	231.69	226.58	236.55 (14/3/86)	163.68 (4/1/85)	236.55 (14/3/86)	4.40 (1/6/32)
Indust'ls	260.40	256.78	256.09	255.33	249.37	260.40 (14/3/86)	182.24 (4/1/85)	260.40 (14/3/86)	3.62 (30/6/32)
Financials	31.13	30.61	30.38	30.18	29.51	31.13 (14/3/86)	18.37 (4/1/85)	31.13 (14/3/86)	8.64 (2/10/74)
N.Y.S.E. COMPOSITE	136.17	134.48	134.17	133.58	130.87	136.17 (14/3/86)	94.60 (4/1/85)	136.17 (14/3/86)	—
AMEX MKT. VALUE	267.81	267.13	267.56	264.15	260.78	267.81 (14/3/86)	202.06 (8/1/85)	267.81 (14/3/86)	29.13 (9/12/74)
NASDAQ OTC COMP.	371.83	370.35	369.69	367.36	363.98	371.83 (14/3/86)	245.81 (2/1/85)	371.83 (14/3/86)	54.8 (5/10)

DIVIDEND YIELDS	Mar. 7	Feb. 28	Feb. 21	Feb. 14	Year ago (approx)
Dow Industrial	3.77	3.72	3.74	3.81	4.81
	Feb. 19	Feb. 12	Feb. 5	Jan. 29	
S and P Industrial	3.30	3.35	3.40	3.44	3.81
S and P Ind P/E ratio	15.36	15.12	14.89	14.68	11.34

TRADING ACTIVITY (Millions)	Mar. 14	Mar. 13	Mar. 12
Volume† New York	181.87	171.48	210.25
Amex	21.82	18.584	19.500
O.T.C.	—	140.058	184.88

New York	Mar. 14	Mar. 13	Mar. 12
Issues Traded	2,053	2,069	2,077
Rises	1,037	859	1,110
Falls	634	802	630
Unchanged	382	408	337
New Highs	373	265	500
New Lows	4	3	5

CANADA

TORONTO	Mar. 14	Mar. 13	Mar. 12	Mar. 11	Mar. 10	1985/86 High	1985/86 Low
Metals & Minerals	—	2546.1	2564.6	2565.4	2531.0	2565.4 (11/3/86)	1740.82 (8/1)
Composite	2957.7	2961.7	2993.9	2973.5	2926.3	2996.9 (12/3/86)	2348.5 (8/1/85)
MONTREAL Portfolio	1512.14	1511.88	1528.57	1517.88	1491.26	1528.57 (12/3/86)	1205.49 (4/1/85)

NEW YORK ACTIVE STOCKS

Friday	Stocks traded	Closing price	Change on day
US Steel	2,549,200	23	−⅞
IBM	2,511,200	150⅞	−⅛
ATT	2,160,900	23⅞	+⅛
Roynold Ind	2,141,200	42½	+1
Storage Tec.	2,003,300	3⅞	−1
Bristol Myers	1,977,300	71½	+2¾
Am Cap Mgt	1,886,800	21¾	—
Eastman Kodak	1,806,600	58⅞	+1¾
Western Air	1,680,800	11¼	−⅛
Exxon	1,586,900	55	+⅞

	Mar. 14	Mar. 13	Mar. 12	Mar. 11	1985-86 High	1985-86 Low
AUSTRALIA All Ord. (1/1/80)	1089.5	1085.8	1078.8	1068.1	1089.5 (14/3/86)	715.5 (7/1/85)
Metals & Mnls. (1/1/80)	525.4	522.4	517.4	509.5	585.8 (20/5)	462.5 (7/1/85)
AUSTRIA Credit Aktien (2/1/62)	115.35	115.02	114.15	112.74	128.82 (15/1/86)	58.21 (24/1/85)
BELGIUM Brussels SE (1/1/80)	3550.16	3546.73	3543.87	3510.45	3550.16 (14/3/86)	2090.7 (18/1/85)
DENMARK Copenhagen SE (3/1/83)	238.13	239.85	237.91	234.10	239.85 (13/3/86)	158.44 (8/1/85)
FRANCE CAC General (3/1/80)	322.4	316.5	315.8	311.8	324.7 (24/2/86)	180.9 (3/1/85)
Ind Tendance (31/12/85)	123.2	119.9	118.2	117.6	125.5 (24/2/86)	100.0 (31/12/85)
GERMANY FAZ Aktien (31/12/58)	690.57	688.45	685.87	681.15	718.76 (15/1/86)	382.59 (3/1/85)
Commerzbank (1/12/53)	2092.4	2088.5	2097.5	2065.3	2161.6 (16/1/86)	1111.8 (3/1/85)
HONG KONG Hang Seng Bank (31/7/64)	1687.65	1612.67	1590.39	1589.15	1826.84 (8/1/86)	1220.74 (2/1/85)
ITALY Banca Comm Ital. (1972)	621.86	655.85	614.69	608.26	656.89 (13/3/86)	228.56 (2/1/85)
JAPAN** Nikkei (16/5/49)	14519.77	14414.7	14238.1	14098.2	14516.77 (14/3/86)	11545.2 (5/1/85)
Tokyo SE New (4/1/68)	1156.18	1153.45	1145.66	1131.21	1156.18 (14/3/86)	916.95 (4/1/85)
NETHERLANDS ANP.CBS General (1970)	260.9	263.2	261.6	259.4	267.0 (8/1/86)	185.6 (5/1/85)
ANP.CBS Indust (1970)	249.3	251.8	251.8	248.7	256.3 (17/1/86)	147.9 (3/1/85)
NORWAY Oslo SE (4/1/83)	344.81	348.93	345.94	341.53	412.68 (12/11)	288.18 (2/1/85)
SINGAPORE Straits Times (30/12/66)	578.60	584.88	601.94	605.25	862.65 (7/3/85)	584.88 (13/3/86)
SOUTH AFRICA JSE Gold (28/9/78)	—	1218.2	1200.3	1182.7	1507.9 (27/1/86)	829.3 (5/8)
JSE Indust (28/9/78)	—	1150.8	1151.6	1149.1	1184.7 (20/2/86)	787.1 (7/3/85)
SPAIN Madrid SE (30/12/85)	154.42	150.25	145.45	158.66	154.42 (14/3/86)	100.0 (30/12/85)
SWEDEN Jacobson & P (31/12/56)	1955.65	1945.46	1930.96	1922.59	1945.46 (13/3/86)	1288.52 (9/7)
SWITZERLAND SwissBankCpn (31/12/58)	579.2	586.6	588.9	580.9	625.5 (8/1/86)	588.7 (5/1/85)
WORLD M.S. Capital Intl. (1/1/70)	—	293.3	292.7	290.3	293.3 (14/3/86)	184.6 (4/1/85)

** Saturday March 15: Japan Nikkei 14,664.47, TSE 1,166.59.

Base value of all indices are 100 except JSE Gold—255.7, JSE Industrial—264.3, and Australia, All Ordinary and Metals—500. NYSE All Common—50; Standard and Poors—10; and Toronto Composite and Metals—1,000. Toronto indices based 1975 and Montreal Portfolio 4/1/83. † Excluding bonds. ‡ 400 Industrials plus 40 Utilities, 40 Financials and 20 Transports. c Closed. u Unavailable.

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Closing prices, March 14

NEW YORK STOCK EXCHANGE COMPOSITE CLOSING PRICES

12 Month High	Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
211⅛	10⅝	AAR	s		19	365	21½	20¾	21	+⅛
25⅝	10¼	AGS			15	162	22½	21¾	21¾	−⅝
14⅜	9⅞	AMCA				76	14⅜	13⅝	13⅝	−⅞
53½	37½	AMR			8	6230	49¾	48⅜	49⅛	−⅜
26¾	18⅝	AMR	pf2.18	8.6		8	25½	25½	25½	
26¾	23¼	ANR	pf 2.67	11.		4	25¾	25¾	25¾	−⅛
21½	19	ANR	pf 2.12	10		2	20⅞	20⅞	20⅞	−⅜
12½	7⅝	APL			7	11	11½	11⅜	11⅜	−¼
16¾	10⅜	ARX			14	53	15⅞	15⅜	15½	
56⅜	32¼	ASA		2a	5.1	969	39⅞	37½	39½	+2
25	10½	AVX			2.0	200	16¼	15⅞	16¼	+⅛
23⅞	21⅛	AZP		2.72	9.3	8	1475	29⅝	29¼	29⅜
76½	48⅜	AbtLab	1.40		1.8	20	3594	u77¾	75⅝	76½
31½	19⅝	AccoWd	150		1.6	22	94	u31⅞	31¼	31¼
24¼	10	AcmeC	.40		3.2	18	1968	12⅝	11⅞	12½
9¾	7	AcmeE	.32p		3.7	16	11	8⅞	8¾	8¾
19½	16⅞	AdaEx	1.90e		9.9		80	19⅛	18⅞	19⅛
26	14	AdmMl	.40		1.6	11	169	25⅛	25½	25¾
20⅝	8¾	AdvSys	1.36t		6.6	16	284	20⅛	19¾	19⅞
34	22⅛	AMD					2490	32	31	31⅝
12⅝	8¼	Adobe	n				99	10⅝	9¾	9⅞
16⅝	14⅝	Adob	pf 1.84	11.			239	16½	16¼	16¼
18½	15¼	Adob	pf 2.40	13.		20	16⅝	16¼	16⅝
17¾	8⅛	Advest	.12a	.7	16	444	17¾	17⅜	17½
64¾	39⅞	AetnLf	2.64	4.0	17	2378	u66	63⅝	66
57½	52¼	AetL	pf4.97e	9.4		347	52⅞	d52⅛	52⅞
101	99¾	AetL	pfC 9.2a	.9		x1	100¼	100¼	100¼
69½	27¾	Ahmns	1.36	2.2	8	3247	65	63⅛	63⅛
4¾	3½	Aileen			83	227	4¾	4	4¼
80¾	46⅞	AirPrd	1.48	1.9	16	1007	79⅞	77⅞	79⅛
24½	17½	AirbFrt	.60	2.4	18	327	u24¾	24½	24½
2⅛	⅜	AlMoard	50c			222	⅛	15-32	⅛
10½	7	AlaP	pf 87	9.1		188	10¼	9½	9⅝
91¾	63½	AlaP	pf 8.16	9.1		z660	90	88⅛	90
87	65	AlaP	pf 8.28	9.7		z1600	86½	84¾	85½
26⅝	15¼	AlaskAir	.16	.7	9	1094	22¾	21¼	21¾
31½	8½	Albrto	s .28	1.0	30	49	29⅛	28⅝	29⅛
35⅞	26⅞	Albtsns	.84	2.2	15	634	u38	35½	38
34⅝	22¾	Alcan	.80	2.3		5078	34⅛	33¼	34⅛
42¾	31½	AlcoStd	.24	2.9	19	104	u43¼	42½	43¼
37	26	AlexAlx	1	2.9		2328	35⅝	35	35
43	31⅝	Alexdr			46	93	39⅞	39¼	39¼
100½	75	AllgCp	1.64		1.6	28	98	98	98
27½	25	AllgCp	pf2.86	11.		2	26⅛	26⅛	26⅛
26¼	16½	Allgnt	.35j		1.8	376	19⅝	19⅛	19⅜
20¾	13⅛	Allgn	pf2.19	12.		13	17¼	17½	17⅝
98	75	Allgn	pfC 11	25.13		67	86	84½	85½
39⅛	28⅛	AllgPw	2.80	7.3	11	698	38⅝	38¼	38⅝
26½	14⅜	AllenGk	.56	2.2	14	837	25½	25⅛	25½
39¼	16½	AlldPd			18	174	u41½	39¼	41¼
52⅞	42	AldSgnn	1.80	3.5		5421	51⅞	51¼	51⅞
64⅞	58¾	AldS	pfC6.74	10.		126	64⅞	64¼	64¾
111⅞	103½	AldS	pfD 12	11.		83	u112	111⅞	112
76½	50¼	AldStr	2.32	3.1	10	x730	75⅝	75	75⅝
7⅞	3⅛	AlrsGh				2399	6¼	6¼	6
37¼	26¾	AlrsC	pf			55	u40¾	36¾	40½
35	25¾	ALLTL	1.96		5.7	10	93	35	34½
45	34	ALLT	pf2.06		4.6		3	u45¼	45¼
46⅝	29¾	Alcoa	1.20		2.6		2177	46	44⅞
18⅞	10½	Amax					1143	14	13⅞
38	27½	Amax	pf 3	8.9		2	33½	33½	33½
24	18⅞	AmHes	2[illegible]				2364	20	19⅞
140½	85	AHes	pf3.50	4.1		3	88	86	86
2⅛	1⅛	AmAgr				2322	1⅝	1⅜	1⅝
28⅝	16¼	AlbJcr			11	268	28⅛	28⅛	28¼
86⅞	53¼	ABrand	1.05		4.6	12	1429	u87¼	85½
33	25¾	ABrd	pf2.75		8.5	8	32⅞	32⅞	32⅞
86½	54⅞	ABrd	pf2.67		3.1	6	u87½	87½
30½	20⅞	ABldM	.86		3.4	19	269	25⅞
35¼	23⅞	ABusPr	76		2.3	16	54	33¼
26¼	19⅞	AmCan	2.90		3.6	16	624	u79⅝
68¾	44	ACan	pf 3		4.4	39	68½	68
119½	107¾	ACan	pf13.75		12.	320	117	116⅝
23¾	18	ACapB	2.20		9.4	57	23⅝	23⅜
31¾	25¾	ACapC	2.51e		7.9	17	u31⅞	31⅛
9½	4⅝	ACentC				25	5⅝	5½
67¾	48	ACyan	1.90		2.7	28	4872	u71½
29¾	21¾	ADT	.82		3.5		429	26⅝
28⅛	19⅞	AEIPw	2.25		8.2	11	3005	27¾
49¼	40¾	AmExp	1.36		2.0	20	9065	u70⅞
21⅞	12½	AFarm	s .40		1.3	22	1223	30¼
41⅝	27¼	AGcCo	1.12		2.7	12	4603	u41¼
21½	10¼	AGnl	wt			973	21¼	20½
56¾	53	AGnl	pfA5.42e		10.	257	53⅝	53⅝
82¾	55	AGn	pfD2.64		3.2	733	u83	82¼
44⅛	30	AHerit	1.20		2.9	16	11	42
13⅝	8¼	AHoist				282	9⅞	9⅝
33	19¼	AHoist	pf1.95		8.8	73	22¼	21⅝
80	54¾	AHome	3.10		4.0	16	3590	78⅞
138	69¼	AmGrp	.44		.3	25	1353	u138
21⅞	12⅝	AMip	pf5.85		2.6	4	1	u23¼
26⅝	16	AMI	.72		3.4	12	5481	21
5	2¼	AmMot					112365	4½
26⅛	13⅞	APreds	.50		2.3	12	1868	21⅞
13½	5	ASLFla				87	12⅞	12¼
20¾	12¼	ASLFl	pf2.19		11.	41	20½	20½
15⅝	9⅞	AShip	.80		7.0	9	471	11½
46½	26¾	AmStd	1.60		3.4	83	586	u46⅞
68¼	48⅝	AmStor	84		1.4	15	744	60¼
78	53½	AStr	pfA4.38		6.1		185	72¼
85⅞	53¼	AStr	pfB6.80		11.	2	59½	59½
25⅞	19½	AT&T	1.20		5.1	17	205172	23½
48⅝	34⅞	AT&T	pf3.64		7.6		141	48¼
49¼	36	AT&T	pf3.74		7.7		125	49¼
33	27¾	AmWtr	1.12		3.6	10	139	31⅛
82	57½	AWat	pf1.43		1.8		270	80
14	11	AWat	pf1.25		9.3		z200	13½
28⅞	9¼	AmHoff			4	174	10⅛	10
7¾	6⅝	Ametek	pr 5.64		7.8	6	72¼	72¼
29⅝	10	ATr	sc			77	u30	29¾
102	76¼	ATr	sn 5.64		5.5	2	u102½	102½
56¼	30½	Ameron	.60		2.9	10	21	55¼
29	16¾	AmesDs	.10		.4	24	101	26⅝
30¾	19⅞	Ametek	1		3.4	18	268	29¾
11⅞	9¾	AmevSd	.08		9.6		157	11
29⅝	22	Amfac				315	19¾	29
17¼	13-16	vjAmfac					188	17¼
70¼	53½	Amoco	3.30b		5.6	8	5878	59¼
42½	27½	AMP	.72		1.7	42	4298	42⅞
11⅞	8½	Ampco	.30		1.9	44	20	15⅞
27⅞	12⅞	Ampgs				14	143	27¼
35⅝	17½	AmSth	s1.04		3.0	13	155	35¼
47¼	34⅝	Amstel	.80		3.4	20	80	46⅝
31	18	Amtog				39	305	30¼
30¼	20⅝	Anchor	1.48		5.1	127	153	29⅞
61¼	35⅝	AnClay	33j			31	345	54⅝
16½	9⅛	AndrGr	24b		1.5	16	808	16⅝
29⅝	18½	Angelic	.60		2.3	14	957	27¼
46⅝	25⅝	Anheus	.80		1.7	17	4351	u46½
93¼	55½	Anheu	pf3.60		3.9		11	u94
23¼	14⅞	Anuta	.28		1.2	21	1315	u24⅛
19¼	10½	Anthem	.04		.2	41	103	18⅝
16⅞	11	Anthny	.44b		2.6	16	16	16⅞
13⅝	8¼	Apache	.36		3.1	24	179	9½
2	9-128	ApchP	wt				782	7-64
19⅞	10⅝	ApchP	un2.10			17	115	12¼
92½	64	ApPw	pf8.12		6.7		z620	u93
84⅝	57½	ApPw	pf7.40		9.0		z170	82
27¼	24¼	ApPw	pf2.65		9.6	4	u27½	27½
34⅝	31	ApPw	pf4.18		12.	5	34	34
32	28½	ApPw	pf3.60		12.	10	30⅞	30⅞
19½	11¾	ApplMg			.30	48	18⅝	18¼
29⅞	19¼	ArchDn	1.4b		.5	15	4041	29⅝
102⅞	89	ArlP	pf8.99e		9.4		200	95¼
31½	27⅛	ArlP	pf 3.56		12.	53	30¾	29½
105	94	ArlPd	10.70		10.		2330	104
42⅛	18	ArkBst	.60		1.5	14	328	41½
24¼	16	Arkla	1.08		6.0	13	1230	18
15-16	1-16	ArtnCp					281	7-16
15⅝	11¼	Armada					2	12
12	6¾	Armco			17		1948	12
25	15½	Armc	pf2.10		8.1		1	u26¼
23½	13½	ArmstRb	48		2.9	18	59	16⅝
60¼	30⅝	ArmWin	.30		2.2	14	1215	60
18	11¼	ArowE	.20		1.3	14	15	15⅝
30¼	19¾	Artra	.32		.8	48	60	28⅛
27¾	14¼	Arvin	s .64		2.4	12	156	27½
27¾	15¾	Asarco					1361	21¾
45⅝	23⅝	AshOil	60		3.5	9	2119	u45⅞
47⅞	40¾	AshOil	pf4.50		9.5		43	47⅞
45½	27⅞	AsdDGs	1.40		3.1	15	608	45½
22½	15⅝	Athlond	60		.9	19	19⅝	19¼
28¼	23¾	AtlCit	2.58		7.3	12	3488	35⅞
67⅞	47¾	AtlRich	4		7.7		6506	52⅞
162	114½	AtlRc	pf2.60		2.3		1	124
16⅞	10⅛	AtlasCp				37	14⅞	14¼
27½	20¾	Augat	.40		1.7	35	628	23¾
70½	41½	AutoDt	68		1.0	27	910	u70⅞
5¼	3¼	Avatron	05e		1.3		136	4⅞
33¼	24⅛	AVEMC	60		1.7	14	65	35
44¼	30	Avery	68		1.6	18	362	43¾
40¾	27	Avnet	.50		1.3	42	2055	39⅝
32⅞	17⅞	Avon			2.6	2	2695	32½
34⅛	16⅛	Aydin				27	230	23⅝

B B B

12½	3¼	BMC				124	4½	4¼
33	21½	Bairnco	60		2.2	12	364	27¼
16⅛	12½	Baldwl	.92		7.1	11	1664	13
23¼	19⅛	Baldor	.40		1.9	17	117	21½
3½	⅞	vjBaldU					3138	2¼
11¼	2⅞	vjBldU	pf			35	8½	8
37¼	23	Ball	s	.72	2.1	15	377	34¼
20⅛	13⅞	BallyMf	20		1.0	21	609	19¾
19⅞	9¼	BallyPk			.20	84	19⅞	19
26¼	19⅛	BalGE	s1.70		6.2	10	2546	27¾
54	41½	Balt	pfB4.50		8.3		z300	54
30	18	BncOne	80b		2.6	14	724	u30¼
19⅞	8⅝	BncChn	34e		1.6	24	24	u20½
41	1	BanTex					2096	1⅞
69⅛	48⅝	Bandag	30		1.9	14	39	67¾
76	42⅞	BkBos	2.64		3.5	9	350	u76½
54¼	49⅞	BkB	pfB3.02e		5.8		56	52⅞
101¾	82½	BkB	pfC2.50		2.5		z197	99¼
62	37⅞	BkNY	2.28		3.6	10	444	u63
35¼	23¾	BankVal	.12		3.3	11	159	34¼
22¾	12	BkAm					140701	17½
47	33½	BkAm	pf4.49e		11.		47	40
74½	55½	BkAm	pf6.98e		10.		5	68
16½	10⅝	BkAm	pf2.88				209	14
22	24	BkAfRp	2.40		7.6	8	316	32
44⅞	29	BnkTr	s				1350	u44⅞
27¼	23	BkTr	pf2.50		9.3		7	27
20¼	10⅜	Banner	.03e		.2	13	41	19⅝
46	26	Bard	.64		1.3	17	551	48
31¾	19¼	BarnGp	1		3.1	20	47	u32¾
51	31⅛	Barnet	s1.04		2.0	13	613	u51⅞
24¼	16⅞	BarrWr	.60		2.6	20	415	23⅝
12⅞	6¼	BASIX	.12		1.2	56	409	10½
38⅝	24¾	Bausch	.78		2.0	17	2524	u38¼
18⅝	12⅝	BaxlTr	.40		2.1	23	12123	u19½
50⅝	47½	BaxT	pfA1.42e		2.9		346	48¼
56¾	50⅛	BaxT	pfB3.50		5.1		427	u66¾
29¾	20⅝	BayFin	.20		.8	12	24⅛	24⅛
41⅜	28⅞	BayStG	2.72		6.6	9	26	41⅜
32⅞	19¼	BearStn	60b		1.9	12	2162	32¼
45¾	31¼	Bearing	1		2.4	17	69	42½
48⅝	28	BeatCo	1.80		3.7	12	1179	u49
90	52½	Beat	pf 3.38		3.7		36	u90⅝
16½	12⅞	Becor	.20		1.4	73	133	13⅞
37⅞	21¾	BectD	s .66		1.7	18	1984	u38½
6⅛	¾	vjBeker					469	1⅝
11	1⅞	vjBekr	pf			3	3	3
20½	12½	BelcInt	.40		2.2	12	71	18¼
37⅝	25½	BellInt	.62		1.7	12	439	36½
37	25¼	BellInt	pf 74		2	1	2	36
123	82¼	BellAt	7.20		5.7	12	2210	u126
33	25⅝	BCE	g 2.36				330	28½
29¼	19⅝	BellInd	32		1.2	32	23	28½
53¾	35	BellSou	3.04		5.6	12	4053	u54½
57	44	BelcAH	80		1.5	27	250	54½
49¾	26½	Bemis	1.20		2.4	15	41	49½
55	35⅛	BenCp	2		3.6	14	1432	u55⅛
21	16¼	Beneqn	1.20		5.7		1218	21
8⅛	3¼	BengIB					170	4¼

12 Month High	Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
9	5⅛	Berkey			4	327	7⅞	7½	7⅞	+¼
15⅜	11¼	BestPd	.24	1.7	178	1315	14⅝	14⅛	14½	−⅛
21⅜	12½	BethSt				3256	u22	21¼	21¼	+⅜
51⅛	36¼	BethSt	pf 5	9.6		274	u52½	51	52¼	+1
26¼	18⅛	BethSt	pf2.50	9.2		906	u27½	26⅝	27⅛	+⅝
40½	31½	Beverly	.32	.9	19	1471	38⅝	38½	38⅞	−⅛
23¾	18¾	BevPr	n			100	u24¼	23½	24	+½
26⅝	20⅝	BigThr	.88	3.6	65	763	24¾	24¼	24¾	+⅜
16⅛	8¼	Bindt	s		28	305	u16½	16	16⅛	
25⅛	17¼	BlackD	64	2.9	19	1998	22¼	22⅛	22⅛	−⅛
29	14⅝	BlkHP	s1.14	4.5	13	116	25⅞	25	25⅛	−⅛
27⅞	16½	BlackJn				3938	22⅝	21	22⅛	+1½
42⅞	24⅛	BlkHR	s1.36	3.2	10	275	u43¼	42⅝	42¾	+¼
55¼	37¼	Boangs	1.20	2.2	14	4487	54	53	53⅝	+½
58½	37¼	BoseC	1.90	3.3	17	1785	58	57	57⅝	−¼
64⅛	52½	BoiseCpl	5	7.8		17	64	63½	64	+1
41	23⅝	BoltBer	10	.3	34	44	38⅞	38¼	38¼	−⅝
59¼	32⅝	Borders	1.52	2.6	18	1675	u56⅝	57¼	58½	+1¼
30⅝	19½	BorgWa	66b	3.1	15	2411	u31⅞	29⅞	31½	+1¾
16⅝	6⅛	Bormns			10	801	u17⅞	15⅝	15⅞	−¾
53¼	35⅝	BosEd	3.44	6.5	10	263	53¾	52¼	52⅝	−¼
95	73½	BosE	pf8.88	9.4		z510	94½	94¼	94½	
12⅝	9⅛	BosE	pr1.17	11		33	11⅛	11	11	−⅞
15⅝	12	BosE	pr1.46	9.5		37	15⅝	15	15⅝	+¼
30	20⅞	Bowatr	.72	2.3	14	1317	u31⅛	29¾	31⅛	+1⅜
35⅝	25½	BrigSt	1.60	4.5	16	229	35½	35	35½	+⅜
74	53⅝	BristM	2.20	3.1	19	1961	72	70½	71½	+2¼
4⅝	3½	BritLnd				1	3⅝	3⅝	3⅝	
35⅛	23½	BritPt	2.36e	7.2	6	133	32¼	32⅛	32¼	−¼
34⅝	22	BritTz	pp1.20e	3.7	15	13	32¼	32	32⅛	
31½	9-16	Brock				183	15-16	7/8	15-16	
39⅝	18⅞	Brckwy	1.32	3.6	17	50	37	36½	36¼	−⅛
47⅝	35¼	BkyUG	3.24	6.8	10	70	u48	47⅝	47⅝	−¼
24⅛	17⅝	BkUG	wi			15	24⅛	24	24	−⅛
27¼	22½	BkUG	pf2.47	9.1		2	27	27	27	
37¼	31½	BkUG	pf3.95	11		30	35½	35⅛	35⅛	−¼
28½	19½	BwnSh	.40	1.4	16	60	28¼	28	28¼	
38⅝	25	BrwnGp	44	3.8	14	2450	37¼	37¼	37¼	+¼
38¼	20⅝	BrwnF	s 54	1.7	23	x1715	37¼	36¾	37⅝	+1¼
29½	15½	Brnsw	s 56	1.8	13	2957	u30⅛	26½	30¼	+3¼
39½	29¼	BrshWf	.52	1.4	17	1080	36	37⅞	37⅞	+½
23	16⅝	Bundy	.80	3.6	45	31	22⅝	21⅞	22⅛	+⅛
21⅞	17⅞	BurlnHz	16	9.9		24	21⅞	21⅝	21⅝	
22¼	19⅞	BKInv	n			243	u22½	22⅛	22¼	+⅛
21½	14⅞	BurlnCt				13	337	20	19⅝	−⅞
39	24¼	BurlInd	1.64	4.3	86	683	38½	37¾	38⅛	+½
87½	49⅛	BrlNth	1.60	2.0	10	2654	u82¼	80⅝	82	+1¼
8⅛	6⅝	BrlNo	pf.55	7.0		17	8	7⅞	7⅞	+⅛
52	46½	BrlN	pf4.92e	9.9		37	49½	49⅝	49½	
16⅛	9⅝	Burndy				245	12¾	12½	12⅝	+¼
71⅛	52	Burrgh	2.60	3.8	12	3677	68⅛	67½	67⅝	
20½	11	Butrfn	.52	3.0	18	100	17¼	17	17⅛	

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28	18¼	CBI	In	.60	2.6	374	23	22¾	22⅞	+⅛
143⅝	82⅜	CBS			3.2	2171	188⅝	140	137¾	138⅝
8¼	4	CCX				167	70	5	4⅞	5
12⅝	9⅝	CCX	pf 1	25	11.		z150	11¾	11¾	+⅛
74½	47⅞	CIGNA	2.60	3.5		5449	u76¾	73¾	74½	+¼
37	27⅞	CIG	pf 2.75	7.4		317	u37⅞	37	37	
62¼	49	CIG	pf 4.10	6.5		309	u63½	62¼	+1	
6	1	vjCLC				198	2⅝	2⅝	2½	+⅛
71⅝	35¼	CNA	Fn		14	1876	69½	67¾	69	+⅛
12⅞	9⅝	CNAI	1.24	9.7		107	12¾	12⅝	12¾	+⅛
30½	16¼	CNW				690	29⅝	28¾	29¼	−¼
30½	27¾	CNW	pf2.12	7.1		493	29⅝	29⅝	29¾	−¼
64⅛	38¾	CPC	2.60	3.4	22	1140	u65½	64¼	64⅞	+¼
19⅞	12⅝	CP	Nt 1.50	8.6	11	78	17⅝	17⅜	17⅝	+⅛
29⅝	19½	CRIIMI	2.22e	9.6		336	23⅝	23	23⅛	−⅛
18⅝	13⅝	CRSS	.34	2.2	14	367	15⅝	15	15¼	−⅛
36⅞	22¾	CSX		1.16	3.1	3715	36⅞	35⅞	36⅞	+1
41⅞	27½	CTS			1.2	5.25	243	41¼	40⅝	40½
11¼	6⅞	C3	Inc			534	8⅝	8¼	8⅜	−⅛
30¾	20½	Cabot	.92		3.6	238	26¼	25¾	25¾	−⅜
19⅝	11½	Caesar			15	1349	19¼	18⅞	19	+¼
35	14½	CalFed	.48		1.5	5	1637	33¼	31⅝	31⅝
6⅝	4⅛	CalFd	pf4.75		7.8		130	61½	59½	61
14⅝	10¾	CalRE	1.28		9.1	12	68	13	12⅞	12⅞
24⅝	15⅛	Callns	.25b		1.3	19	18⅞	18⅝	18⅝	+⅛
36¼	20	Calmat	.68		2.0	12	497	34½	33	33¼
15⅝	9¼	Cammt	.12		1.2	29	240	10⅛	9¾	−⅜
26	17⅞	CRLk	g 40			711	19⅛	18⅝	18⅞	−⅜
4¾	1⅝	CmpR	g 16			187	2⅛	2	2⅛	
58⅛	32	CamSps	1.32		2.5	16	1378	53½	52⅝	53¼
15⅞	11⅝	CdPac	s .48				4199	13½	13¼	+¼
256	175¼	CapCit	s 20		.1	22	1418	245¼	236	243½
33⅝	20⅛	CapHd	s .92		2.3	13	894	u35	33⅝	35
11⅞	6⅝	CapH	pf8.81e		8.3		7	10⅞	10⅞	10⅞
12⅝	6⅝	Carlng	g .48				65	10¼	9⅞	10
39⅝	27¼	Carlisle	1.08		3.0	14	133	36¼	35¾	35¾
39	20⅝	CaroFt	.44		1.1	18	207	u40	38¼	40
35⅛	25	C

NYSE COMPOSITE CLOSING PRICES

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12 Month High	Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
23¼	18⅛	PSA dpf1.90		8.5		10	22½	22¼	22¼	+¼
15⅞	12½	PacAS	1.54	9.8		37	u16	15⅝	16	+⅜
23⅛	18½	PacGE	1.64	8.2	8	9171	22½	22	22⅛	-⅛
57½	38⅝	PacLtg	3.48	6.3	14	588	55	54	55	+⅜
12½	7½	PacRes			10	111	11⅞	11⅝	11⅝	-⅛
22⅛	16⅝	PacRs pf	2	9.3		86	21¾	21½	21½	+⅛
17½	12⅞	PacSci	.40	2.5	15	52	16⅛	16	16⅛	+⅛
93⅛	67½	PacTel	6.72	6.1	10	1722	93½	91½	93¼	+¾
17	10¼	PacTin	.40	2.8	11	2	14½	14½	14½	-⅛
34½	26⅝	PacEn	2.40	7.1	10	791	34¼	33⅝	33⅞	-⅛
37½	31	Pactif pf4.50		12.		23	35¼	34¾	34⅝	-¼
44⅛	25¼	PainWb	.80	1.4	22	1144	44⅞	43⅞	43⅞	+⅝
35	25⅝	PainW pf2.25		6.5		252	34½	33⅞	34⅝	
9⅞	5⅝	PanAm			19	3759	6⅞	6⅝	6⅝	
4	2¼	PanA wt				165	3	2⅞	2⅞	
22¼	13⅝	Pandick	.20	.9	21	283	u22⅝	21¾	22	+⅛
41½	32⅝	PanhEC	2.30	6.2	15	1873	37⅞	36¾	36⅞	+⅛
30⅝	16⅞	Panaph			18	115	28½	28¼	28½	
15¼	4½	PantPr				2139	14⅝	14⅛	14¼	-⅛
10	6⅝	Pardys				2088	9¼	8⅝	8¾	+¼
18⅝	11⅞	ParkD	.05e	.3	18	50	18½	18	18⅛	-¼
7	3⅝	ParkDrl	.08	2.0		275	4¼	4	4	-⅛
45¼	28½	ParkH	1.12	2.5	15	539	44⅝	43⅞	44⅝	+½
4⅜	3⅛	ParPh s			13	108	3⅝	3½	3⅝	
16	11½	PayNP	.64	4.2	19	190	15½	15⅛	15¼	
23⅜	13⅞	PayCsh	.16	.7	24	1947	22	21¾	21⅞	
16-16		Pengo				108	7-16	13-32	13-32	
58⅝	45	PenCen			20	1937	55⅞	54⅝	54⅝	-1⅛
67½	45⅜	Penney	2.38	3.5	13	1517	66¾	65⅝	66⅝	+⅞
33¾	23½	PaPL	2.68	7.9	12	789	33⅝	33⅛	33⅝	
48	35½	PaPL pf4.50		8.7		z300	46⅝	46⅝	46⅝	
29¾	26⅝	PaPL dpr3.42		12.		3	28⅝	28⅝	28⅝	
29⅛	25⅝	PaPL dpr2.80		10.		2	28⅝	28⅝	28⅝	-⅛
87½	62⅝	PaPL pr8.40		9.9		z20	85	85	85	
29⅝	25⅝	PaPL dpr3.25		11.		5	28⅝	28⅝	28⅝	-¼
105¼	82	PaPL pf9.24		9.0		z40	103	103	103	
80¼	60	PaPL pr. 8		9.8		z840	u82¼	80	82	+2
51½	34	Pennwlt	2.20	4.5		228	49⅝	48¼	48¼	-½
28⅝	21⅞	Penw pf1.60		5.6		25	28⅜	28¼	28⅜	-⅛
91	38⅝	Pennzoil	2.20	4.0	25	2145	54⅝	51½	54⅛	+3⅛
22⅜	14⅝	PeopEnf	.32			406	21¼	20⅝	21¼	+¼
29⅝	17⅞	PepBoy	.20	.7	21	228	27	26⅝	27	+¾
82⅞	48	PepsiCo	1.78	2.1	15	3588	u85½	82⅞	85⅛	+3¼
38⅞	22⅞	PerkEl	.60	1.7	20	2290	36⅞	35⅜	36	+⅞
9½	6⅛	Prmian	1.04e	16.	5	633	6⅝	6¼	6¼	-⅛
18¼	11⅝	PeryD s	.22	1.4	16	854	16⅝	16	16	-⅛
29⅝	16½	Petrie s			19	1030	29⅞	28⅞	29¼	+⅛
28⅝	22¾	PetRs	3.51e	14.		72	25⅛	24¾	24⅞	-⅛
17¼	15⅛	PetRs pf1.57		9.4		59	17	16⅝	16⅝	-⅛
5¼	2	Petrlnv	.60e	27.		43	2⅛	2⅛	2⅛	
57½	39⅝	Pfizer	1.64	2.9	17	5878	57⅝	56½	56⅞	+⅛
27¼	16⅝	PhelpD			48	3233	u28⅛	27¼	28⅞	+2¼
60¼	44½	Phelp pr	5	8.2		217	u61	59½	61	+1½
54¼	34⅝	PhibrS	.64	1.2	14	6246	u54⅝	53¼	54¼	+1½
20¼	13⅞	PhilaEl	2.20	11.	8	4747	19¾	19⅛	19⅝	+¼
37	27	PhilE pf3.80		10.		z400	38½	35	38½	+2
40½	28	PhilE pf4.30		10.		z100	u41	41	41	+½
42	31½	PhilE pf4.40		10.		z100	42	42	42	
44	32½	PhilE pf4.68		11.		z100	u44½	44½	44½	+1
65	50⅝	PhilE pf 7		11.		z120	65	64½	65	
81½	60	PhilE pf8.75		11.		z340	80¾	80½	80½	-½
13¼	9¼	PhilE pf1.41		11.		85	u13⅝	12⅞	13⅝	+⅞
12⅜	9	PhilE pf1.33		11.		70	12¼	12	12⅛	
73	54	PhilE pf7.85		11.		z20	73	73	73	
12⅛	8¾	PhilE pf1.28		11.		106	u12½	11¾	11⅞	+⅛
130	114½	Phil pf 17.13		13.		z110	129½	128½	129½	+1
117½	104	PhilE pf15.25		13.		z810	115	114	114¼	+¼
95	69	PhilE pf9.52		9.9		z40	u96	96	96	+1
88	63	PhilE pf9.50		11.		z510	88	87	87	-1
75	53½	PhilE pf7.80		11.		z7240	74⅝	72	72	-2
72	54	PhilE pf7.75		11.		z100	u73	71¼	73	+1½
23¼	17¼	PhilSub	1.32	5.8	13	54	22⅝	22	22¼	+⅛
114⅝	72	PhilMr	4.60	3.9	11	11108	u119	115	118⅝	+4⅜
57¼	35	PhilM wi				104	u59½	57¼	59½	+2½
36¼	18⅝	Phlpin	.60	1.8	18	219	35	33¾	34¼	-⅝
16⅞	9¼	PhilPt s	1	9.9	7	9650	10¼	10	10⅛	
25½	19½	PhilPt pf1.60e		7.5		3412	21⅝	20⅞	21⅜	+⅝
35¾	20⅝	PhilVH	.40	1.2	15	115	34⅞	34⅜	34⅞	-⅜
41	27⅝	PiedA s	.32	.8	10	1073	41	40	40¼	-¼
40	30¼	PieNG	2.40	6.1	11	8	39⅝	39⅝	39⅝	
21¼	12⅝	Pier 1	.02r	.1	16	630	21⅛	20¼	21¼	+1
11½	9	PilgRg n				482	11⅛	11	11⅛	
71⅞	44½	Pilsbry	1.72	2.4	17	1113	71⅝	70½	71	+⅜
30⅝	18⅝	PionrEl	.24	5.9	17	2185	21¼	21	21⅛	
55⅞	36⅝	PitnyB	1.32	2.4	15	681	55⅝	55¼	55½	+⅜
14⅝	10	Pittstn				14502	175	14⅝	14	14½ +⅝
21	15	Plantrs n	.07	.4	35	588	17⅝	16¾	17¼	-⅜
22	11	PlanRs	.20	.9	20	2779	u23	22	22⅝	+⅛
18	7	Plantrn	.16b	.9	18	59	17⅝	17	17⅝	
12⅜	7¼	Playboy				95	9⅝	9⅛	9⅝	
32	18¼	Plessey	.72e	2.2	23	z23	u33½	31¾	32½	+1½
19	7⅜	PogoPd	.60	7.4		408	8¼	7⅞	8⅛	-⅛
72⅞	25⅛	Polarid	1	1.4	59	1836	70¾	68¾	70¼	
18¼	10½	Pondrs	.40	2.7	148	834	14⅞	14⅝	14⅝	+⅛
24¾	16⅛	PopTal	.60b	3.4	21	144	24⅛	23⅝	23¾	-⅛
22¾	14¾	Portec	.60	2.9	32	75	20⅞	20½	20⅝	-⅛
28½	17¼	PortGE	1.80	6.8	9	838	28	27¾	27⅞	
28	20¾	PorG pf2.60		9.3		21	27⅞	27⅞	27⅞	+⅛
35⅞	31⅜	PorG pf4.40		12.		106	36⅛	35⅛	35⅞	+⅜
35⅛	31	PorG pf4.32		13.		37	34⅛	34½	34½	
43⅝	31⅜	Potlch	1.56	3.6	20	173	42⅞	42⅛	42⅜	+⅛
40¼	25¼	PotmEl	2.36	5.9	11	1949	u40⅝	40	40¼	+¼
53	40½	PotEl pf4.50		8.7		z20	51¾	51¾	51¾	+1
51¼	35¼	PotEl pf4.04		8.3		z90	48⅝	48⅝	48⅝	
33⅝	18⅝	Premin	.40	1.2	25	81	33⅞	33¼	33¼	-⅛
27⅝	17⅞	Primk	s1.10	4.2	10	70	26⅝	26⅛	26⅛	-⅛
28	14½	PrimeC			20	6500	24¼	23⅞	24¼	+1¼
50½	21⅞	PrimMt	.08	.2	32	705	49⅞	48⅝	49⅛	-⅛
38½	16	PrmM wi				10	37⅞	37	37	-3¼
73⅝	50⅝	ProctG	2.60	3.4	18	7856	u76	73⅝	75⅜	+2⅝
17¼	8⅝	PrdRs s	.28	1.9	22	400	14⅞	14½	14½	-¾
43⅞	35	Protec	1.40	3.5	19	34	40¾	40	40	-⅞
13⅝		PruRC n				175	13¼	13⅛	13⅛	-⅛
8⅝	7⅞	PruRl n	.28e	3.4		225	7⅝	7⅝	7⅝	+⅛
24¼	18⅝	PSvCol	2	9.4	12	1171	21⅝	21⅛	21⅝	+⅜
24⅝	18⅞	PSCol pf2.10		8.8		6	24	23¾	23¾	-⅝
12	8⅛	PSInd			12	2807	11¾	11⅛	11½	+¼
27	20⅝	PSin pfA				z600	25¾	25⅞	25⅞	-⅝
9	6⅝	PSin pfB				z680	8⅞	8⅝	8⅝	
8⅞	6⅞	PSin pfC				z9310	8¾	8⅝	8⅝	+⅛
56½	42	PSin pfD				z800	56	55⅞	55⅞	+⅜
74	54	PSin pfE				z400	74	74	74	
67	50	PSin pfF				z380	67	67	67	
68¾	50	PSin pfG				z100	66¾	66¾	66¾	-¼
70	52½	PSin pfH				z500	u71	71	71	+1
11⅝	3⅞	PSvNH			4	437	11¼	11⅛	11⅛	-⅛
23½	8⅝	PSNH pf				z200	21⅞	21⅞	21⅞	+⅜
25½	8⅝	PNH pfB				46	25¼	25	25	+¼
31	13½	PNH pfC				12	25⅜	25⅛	25⅜	
27½	11⅞	PNH pfD				3	26⅞	26⅝	26⅝	
26½	12	PNH pfE				23	26⅞	26⅝	26⅝	-½
26¼	10	PNH pfF				7	24⅝	24⅝	24⅝	-⅛
27¼	10⅞	PNH pfG				17	25⅛	25⅛	25⅛	
34½	24⅞	PSvNM	2.92	8.5	10	618	u34⅝	33⅞	34⅝	+⅝
38⅝	25⅞	PSvEG	2.84	7.7	9	3007	37	36⅞	36⅞	
18½	12	PSEG pr1.40		7.8		5	18	17⅞	17⅞	-⅛
47¾	32	PSEG pf4.08		8.9		z400	46	46	46	
49	33	PSEG pf4.18		8.9		z20	47	47	47	-¼
51	33	PSEG pf4.30		8.7		z310	49¼	49	49¼	+¼
61¾	40½	PSEG pf5.28		8.7		z1120	61	59⅝	61	+1
89⅞	70	PSEG pf8.16		9.0		z100	91	91	91	
24⅞	17⅛	PSEG pf2.17		8.9		15	24⅛	24⅛	24⅛	-¼
26⅝	19⅛	PSEG pf2.43		9.5		14	25¾	25½	25½	+⅛
89⅞	60½	PSEG pf7.70		8.9		z400	86½	86½	86½	
91¾	62	PSEG pf7.80		8.9		z510	87½	87½	87½	-½
86½	58⅛	PSEG pf7.40		8.8		z100	84	84	84	-1
103⅝	78¼	PSEG pf9.62		9.4		z220	102	102	102	
4⅛	2¼	Publick				588	3⅜	3	3	-⅜
18⅞	10¼	Pueblo	.16	.9	11	42	17	16½	17	+⅛
11⅝	6	PR Cem			8	36	11	10¾	11	+¼
22¼	13	PugetP	1.76	8.2	10	1088	21⅜	21⅛	21½	-⅛
10¼	6⅝	PulPe	n.03e	.3	31	1049	u10⅜	10	10¼	+⅛
22⅝	10⅞	PulteHm	.12	.6	24	2250	21⅛	20⅞	21⅛	+⅛
31⅞	16¼	Purolat	.64j	3.2		384	20⅛	19⅝	19¾	-¼
9½	4⅞	Pyro			10	157	6⅞	6½	6⅝	+⅛
69½	38¾	QuakO	1.40	2.0	18	1180	u70⅝	69⅞	70⅛	+1
25¼	18⅞	QuakSC	.60a	3.2	13	351	u25⅝	25	25⅛	+⅛
8⅝	5	Quanex			19	93	7¼	7⅛	7⅛	
34½	25⅜	Questar	1.72	6.2	9	413	28¼	27¾	27⅞	+⅛
40¾	19⅝	QkReil	.28a	.7	23	78	40	39½	39⅜	
		R R R								
9⅜	5¼	RBInd	.04j	.5		104	8¾	8	8	-¼
64⅞	38	RCA	1.04	1.7	24	4537	62¾	62⅝	62½	
53	32	RCA pf	3.50	7.0		z150	50	50	50	
10⅞	6¼	RLC	.20	2.0	28	263	10	9⅞	10	-⅛
4⅝	2⅞	RPC				54	3¼	3⅛	3⅛	
28	14⅞	RTE	.60	2.2	13	170	26⅞	26⅝	26¾	-⅛
18¼	9½	Radice			11	372	16⅞	16½	16⅞	+⅜
57¾	37¼	RalsPur	1.10	1.8	14	2684	u59⅞	58⅝	59⅝	+1¾
10	6¼	Ramad			21	2310	9⅝	9½	9⅝	+⅛
23¾	16⅛	Ranco	.84	3.8	11	40	22⅞	22¼	22¼	-⅛
4½	2½	RangrO				3529	3⅜	3¼	3¼	
123	55½	Raycm	.44	.4	33	198	u123½	121¼	123	+1¼
13⅞	9⅝	Raymk				5	12⅞	12⅞	12⅞	
24⅞	19⅝	Raynr n				127	u25	24⅝	25	+½
60⅞	44	Raythn	1.60	2.6	14	3019	u62⅝	60⅞	62⅜	+1⅞
10⅜	2¼	ReadBt	.04	1.7		1674	2½	2¼	2⅜	-⅛
20¾	6½	RdBat pf2.13		27.		42	8	7¾	7⅞	
23¾	7¼	RdBat pf2.88e		39.		42	7⅝	7¼	7⅜	
16	12⅝	RltRef	1.64	10.	11	26	u16⅜	16¼	16⅜	+⅜
16	8⅝	RecnEq			42	271	15½	14⅝	15	-¼
12⅝	7	Redmn	.32	2.8	21	227	11⅝	11⅜	11½	+⅛
15½	8½	Reece			69	7	12½	12½	12½	
1	⅞	Regal				70	13-16	11-16	13-16	+⅛
43⅛	29¾	ReichC	.80	2.2		212	37¾	37	37	-½
15⅞	5¾	RepAir			4	2054	15⅞	15¾	15⅞	+⅛
5⅞	1¼	RepA wt				186	5⅞	5⅞	5⅞	
12⅞	7¼	RepGyp	.30	2.6	14	598	11⅞	11⅝	11¾	+½
39	27¼	RpNY	s1.12	2.9	11	508	38¾	38⅝	38¾	+¼
26¼	19	RNY pf	2.12	8.1		4	u26⅞	26⅛	26⅞	+⅝
57¾	52¼	RNY pfA5.79e		11.		201	53¼	53	53¼	-¼
35	27½	RepBk	1.64	5.3	7	325	32	31	31	-⅞
30⅝	24¼	RepBk pf2.12		7.4		32	29	28⅝	28⅝	-⅛
32	19	RshCot	.32	1.1		289	30	29	29¼	+¾
34½	23⅛	Revco	.80	2.4	35	5601	33½	33⅛	33⅜	-⅛
17¾	10⅛	Revere			7	183	14¼	13⅞	13⅞	-⅜
28⅞	18½	Rexhm	.70	2.5	13	44	28¼	27¾	27¾	-⅝
20	12½	Rexnrd	.44	2.2	11	447	19⅞	19¼	19⅞	+⅛
42¼	24¼	Reynlns	1.48	3.5	12	21214	u43⅞	42⅛	42⅝	+1¼
138⅝	123¾	Reyin pf12.96		9.4		454	138⅛	137⅞	137⅞	-⅛
50⅝	30¼	ReyMtl	1	1.9		1434	u52⅛	50¼	52¼	+2⅛
106	88⅛	ReyM pf4.50		4.1		8	u111	107½	111	+5
36	24	ReyM pf2.30		6.4		49	36	35	35	+¾
32	21½	RiteAid	.58	1.8	27	3151	u32¼	31	32⅛	+⅞
6½	2	RvrOak				157	3⅞	3¾	3¾	
49⅞	28½	Robshw	1.20	2.4	12	65	u50¼	49⅜	50	+⅞
41¾	19½	Robtsn	1.20j			60	21⅞	21¼	21½	
23⅛	5½	vjRobins			5	2336	14	12⅞	13⅛	-1
28	19⅛	RochG	2.20	8.3	7	488	27⅛	26⅝	26½	-⅞
42½	33⅝	RochTl	2.56	6.3	10	261	41¼	40⅜	40⅜	
20⅜	17½	RckCtr	n1.76	8.8		1686	20⅛	19⅞	20	
41¾	31⅜	Rockwl	1.12	2.6	11	5624	u42⅝	41⅝	42⅞	+1¼
405	335	Rkinl pf4.75		1.2		1	u410	410	410	+20
104	55¼	RohmH	2.20	2.1	17	543	u104½	98⅝	104¼	+4⅞
36⅛	23⅛	Rohr s			13	321	u36⅞	35⅞	35⅝	
30	19⅞	RolnCm	.42	1.4	34	141	u30¼	29⅝	30	+½
25⅞	9⅞	RolnE s	.08	.4	34	912	21¾	21	21¾	+⅝
14⅝	9⅞	Rollins	.48	3.2	19	170	u14⅝	14⅛	14½	
25⅛	11	Roper	.64	2.6	357	72	25	24⅝	25	+¼
47	28⅝	Rorer	1.12	3.0	22	975	37⅝	36⅞	37	
24	23	Rothchn				8525	u25	23¼	24⅝	+1⅝
10⅛	5	Rowan	.12	2.2	79	548	5⅝	5¼	5½	+½
72⅞	52¼	RoylD	3.28e	4.6	10	4393	71½	70⅝	71½	-¼
17¾	12	Roylnt			21	427	17⅝	16½	17½	+1¼
38½	22⅞	Rubmd	s.48	1.3	24	339	38⅝	37¼	38	+⅛
28⅝	15¼	RussBr			17	198	27¼	27	27¼	
26½	16⅛	RusTog	.76	2.9	13	119	u27	26⅝	26⅞	+⅜
27¾	13¼	Russell	.30	1.1	18	185	u27⅞	26⅞	27⅞	+¼
41¼	21	RyanH	1.20	3.0	13	701	40⅝	40	40⅛	+¼
40⅝	22	Ryder	.66	1.6	16	2060	u41½	40⅞	41⅜	+¾
42½	20	Ryland	.66	1.7	16	865	41	40	40	-¾
20⅞	13⅝	Rymer			19	66	18¾	18⅝	18¾	+¼
13¼	10⅛	Rymer pf1.17		8.8		18	13¼	13	13¼	
		S S S								
75	43⅞	SCM	2	2.7	16	17	74¾	74⅝	74⅝	
13	10⅝	SL Inds			14	124	12¾	12⅝	12⅞	+⅛
35¼	26¼	SPSTec	.88	2.6	15	51	34⅝	34½	34½	-⅛
19	11⅞	Sabine	.04	.3	35	86	12⅛	12⅛	12⅛	
16⅞	11½	SabnR	1.13e	16.		223	13¼	12⅞	13	-⅛
22⅝	14½	SfgdBs	.30	1.4	19	782	22⅛	21⅞	21⅞	-¼
14	7⅛	SfgdSc			15	118	11⅛	11	11⅛	+⅛
3⅝	1⅛	SfgdS wt				420	3	2⅞	2⅞	-⅛
32¼	19¾	SafKl s	.32	1.0	25	305	32	31¼	31½	-⅛
40½	29⅝	Safewy	1.70	4.4	10	3242	39⅛	37⅞	38¼	+⅛
30½	20¾	Saga	.52	2.0	15	240	26½	25⅝	25⅝	-⅞
29¾	19	StJoLP	1.82	6.8	9	40	26⅝	26¼	26⅝	+⅝
13⅞	4⅞	vjSalant				269	12⅞	12⅝	12¾	
44½	24⅞	SallieM	.24	.5	18	222	u44⅝	43⅞	44⅝	+⅜
34⅝	21⅝	SDieGs	2.24	7.0	10	1514	31⅞	31¼	31⅞	+¼
9⅞	7⅝	SJuanB	.77e	8.8	9	2261	7⅞	7⅞	7⅞	+⅛
12⅞	9⅝	SJuanR			7	71	12⅞	12⅞	12⅞	
43	29⅞	Sandr	.60	1.4	24	412	42	41½	42	+⅛
28½	22½	SAnitR	2.04	7.5	13	97	27¼	26¾	27¼	+⅜
22⅞	19¾	SFeEP n				292	22⅝	22⅜	22⅜	+⅛
39⅝	25⅛	SFeSoP	1	2.6	15	4885	39	37¾	38½	
60¼	35⅞	SaraLe	1.60	2.7	16	1079	u60⅜	59⅝	60¼	+¼
41⅞	29½	SgtWel	1.48	3.8	16	6	38½	38¼	38¼	
19⅞	15⅝	SaulRE	.20	1.1	46	37	18	17¾	18	+½
27⅝	18⅛	SavEP pf1.60		5.9	9	91	27⅛	26½	27⅛	+⅛
12⅞	10⅝	SavE pf1.28		10		46	12½	12¼	12¼	-¼
9⅛	3	Savin				562	4	3¾	4	+⅛
13¼	4	Savin pf				25	5½	5¼	5½	+⅛
32¾	22⅞	SCANA	2.34	6.8	12	308	u33⅝	32½	32¾	
67	37⅝	SchrPlo	1.80	2.8	17	2669	64	63⅝	63¾	+½
41⅜	29⅝	Schlmb	1.20	3.8	27	7095	31½	30⅞	31¼	+½
14⅞	9⅜	SciAtl	.12	.9	19	1389	14	13⅝	13⅝	
62½	34⅞	ScottP	1.24	2.0	14	1104	u63¼	62	62¾	+⅜
17⅞	12⅜	Scottys	.52	3.0	15	320	17⅝	16⅞	17⅛	+¼
43	25¼	SeaCnt	.42	1.3	8	216	32	31⅝	31⅞	
13⅞	11⅛	SeaCt pf1.46		11.		34	13⅛	12⅞	13	
16⅞	14⅞	SeaC pfB2.10		13.		101	16⅝	16½	16½	
17	14⅜	SeaC pfC2.10		13.		109	16½	16⅛	16⅛	-⅛
26⅝	17⅝	SeaLnd	.48	2.1	38	988	23⅝	22⅞	22⅞	-½
⅜	3-32	SeaLn rt				40	9-32	7-32	¼	+1-
5¼	2⅜	SeaCo				94	3⅛	3	3⅛	-¼
55	37⅝	Seagrm	.80	1.4	18	3206	u56	54⅝	55¾	+1⅝
19⅝	12⅝	Seagul			12	100	14⅝	14⅜	14⅜	-⅜
42¾	22⅝	SealAir	.44	1.1	20	102	40	39⅝	39½	
31¼	22⅝	SealPw	1	3.6	11	206	28⅝	27¾	27⅞	-½
47⅝	31¾	Sears	1.76	3.7	14	10210	u48	46⅝	48	+1
107¾	102	Sears pf6.65e		6.3		350	104½	104¼	104½	+¼
38⅞	24⅞	SecPac	1.34	3.5	9	2692	u38⅞	38⅛	38¾	+⅝
35	20¼	SvcCp s	.32	.9	23	516	35	34⅛	34⅞	-⅜
19⅝	11¾	Shakle	.72	3.7	16	223	19⅝	19⅛	19¼	
38¼	18⅞	Shawin	.60	1.6	14	552	38½	37⅝	38¼	+¾
44⅝	33	ShellT	2.52e	5.8	10	2288	43½	43	43⅝	-¼
45⅞	21	ShelGl	.90	2.0	11	481	45¼	45	45⅛	+⅛
48⅝	23⅞	SheG pf1.40		2.9		132	48½	48½	48½	
58⅞	31¼	Shrwin	1	1.7	18	381	u58¾	57⅜	58⅜	+½
29⅝	15⅞	Shrwn wi				15	u29½	29½	29½	+⅛
9¼	6	Shoetwn			14	5596	u 9⅞	8⅞	9⅞	
19⅞	12	Showbt	.60	3.2	19	114	19⅝	19	19	-⅜
23⅞	15⅝	SierPac	1.66	7.1	12	335	23¾	23⅝	23½	
49¾	33⅛	Singer	.40	.8	11	1228	49½	48⅞	49⅛	-¼
36¾	29	Singr pf3.50		9.5		11	u37⅛	36¾	36⅞	+¼
21	12¼	Skyline	.48	2.3	23	z256	20⅞	20⅝	20⅝	+¼
32	22½	Slattery			49	1	24¼	24¼	24¼	
12⅞	1¼	vjSmith	.08j			9237	2⅞	2½	2⅝	-⅛
86	59	SmkB	3	3.5	13	3189	u87⅞	85½	86⅛	+¾
51¾	26¼	Smckr s	.60	1.3	19	114	44⅞	43½	44⅝	+¼
50	33⅝	SnapOn	1.16	2.3	17	400	49⅝	48⅞	49⅛	+1
15¼	9⅝	Snyder	2	18.	13	361	11¼	10⅞	11	
43⅞	28¼	Sonat	2	6.5		1100	30¾	29⅞	30⅝	+¼
21⅞	14¼	SonyCp	.17e	.8	13	1315	20⅞	19⅞	20¼	+⅝
36⅞	22⅞	SooLin	1.20	3.4		102	35¾	34¾	35⅛	-⅞
44¼	36⅝	SourcC	3.30	7.7		79	43¼	42¼	42⅞	-⅛
26¼	20½	SrcCp pf2.40		9.2		16	26	25⅝	26	
29½	25⅝	SCrE pf2.50		8.8		5	28⅛	28⅛	28⅛	
32⅞	25⅜	SoJerIn	2.52	7.8	12	33	32⅞	32⅛	32⅜	
47⅝	31½	Soudwn	1b	3.1	10	232	32¼	31⅝	31⅞	-¾
40⅝	28	SoetBk	1.20	3.0	12	275	u40⅞	40	40	-½
8	5⅞	SoetPS	2.13t	39.	32	190	5⅝	5¼	5⅝	
30⅞	22⅞	SCalEd	2.16	7.0	9	3793	30¾	29⅞	30¼	+¾
23⅜	18⅝	SouthCo	2.04	8.6	7	8277	23⅝	23½	23⅝	+⅛
31½	26¼	SoIndGs	2.96	6.1	11	77	u31⅞	31⅜	31⅞	+⅛
49¼	37	SNETI	2.80	5.9	12	424	47¼	47½	47½	-¼
49	34	SoNE pf3.82		8.0		1	48	48	48	-½
53½	44	SoNE pf4.62		8.6		z3700	53½	53	53½	+1
29¼	23⅝	SoRy pf2.60		9.0		4	29	29	29	
29½	20⅛	SoUnCo	1.72	8.3		250	21	20⅞	20¾	+¼
50	28⅝	Soutind	1.12	2.3	11	1725	49	48½	48¾	-¼
70¾	49½	Soutld pf	4	5.8		12	70	69¼	69¼	-¼
12	5¾	Soumrk	.24b	2.0	6	1756	11⅞	11¾	11⅞	+⅛
51¾	46	Sonk pf6.34e		13.		3	48⅝	48⅝	48⅝	+⅛
31	20	SwAirl	.13	.6	14	1978	22	21¼	21⅞	
15½	9⅞	SwtFor				2044	15⅛	14¼	15⅛	+1
19	14⅛	SwtGas	1.28	7.0	10	592	18½	17⅞	18⅛	+¼
95⅞	72⅜	SwBell	6	6.4	9	3618	94¼	92¼	94⅛	+1⅛
29	16⅝	SwEnr	.52	3.0	7	140	18⅛	17⅛	17½	-⅛
30⅞	20	SwtPS	2.02	6.8	12	665	30⅛	29¾	29⅞	-⅛
18⅝	12⅛	Sparton	.52	3.0426		111	17½	17⅛	17⅛	-⅛
29¼	15⅜	SpecP				272	28	27½	27⅞	
59	45½	Sperry	1.92	3.7	74	2838	52⅛	51⅛	51⅜	+⅛
47	31¼	Springl	.52	3.3	31	71	48¾	46	46¼	
49⅛	35½	SquarD	1.84	3.7	17	935	u50	48⅝	49⅝	+1¼
94⅝	52	Squibb	1.76	1.9	23	1247	u94⅝	93	94½	+⅝
28	18½	Staley	.80	2.9	96	1501	u28¼	27⅝	27⅝	
24⅞	18⅜	StBPnt	.58	2.4	14	680	24	23¼	23⅝	-⅝
15⅞	10½	StMotr	.32	2.2	18	187	15	14⅝	14⅝	
55⅞	42¼	StdOil	2.80	6.2	35	3878	46	45⅛	45⅛	-⅜
24⅞	9	StPac s				1884	23⅞	22⅝	22⅝	-1⅛
39	18¼	StdPrd	.84	2.2	10	519	38¾	38⅛	38¼	+⅛
16⅞	12¾	Standex	.52	3.3	14	154	16	15⅝	15⅝	
43	28	StanWk	1.04	2.4	15	408	42⅝	41½	42⅝	+⅛
39⅞	31¼	Starrett	1.08	2.7	11	10	39⅞	39⅝	39⅝	
12¼	9⅞	StaMSe	.20	10		45	12¼	12	12	-⅛
3½	2	Steego	.08t	2.5		115	3¼	3⅛	3⅛	
16	10⅝	StriBcp	.80	5.2	11	139	15⅝	15⅜	15⅜	-⅜
43⅞	26¾	SterlDg	1.20	2.8	24	2188	43¼	42¼	42⅝	
34⅝	18⅝	StevnJ	1.20	3.5		1352	34¾	34½	34½	-⅛
30⅜	25½	StwWm	.68	5.9	22	76	28⅞	28½	28½	+⅛
12⅞	10⅛	StkVC pf	1	8.0		z300	12½	12½	12½	
58	39	StoneW	1.80	2.9	11	23	55¾	55	55½	+¼
48¼	24	StoneC	.60	1.2205		1006	u50	48½	49¼	+1
51⅞	34¼	StopShp	1.10	2.6	18	399	43¼	42½	42⅝	+⅛
21¾	16⅝	StorEq	1.92	10.	14	422	18⅝	18¼	18⅝	+⅜
7¾	1½	vjStorT				2001	3¼	3⅛	3¼	-⅛
21	17	StratMt	1.65e	9.6	11	845	19½	19⅛	19⅛	+¼
23¼	14⅝	StridRt	.80	3.5	18	178	23	22⅝	22⅝	-⅛
7¼	4⅛	SuavSh			421	u	7⅞	7⅞	7⅞	+⅜
39	32½	SunCh	.48	1.1	82	2244	u42¾	37¼	42¾	+5½
12⅞	6⅞	SunEl				125	12⅛	11½	12	-⅛
25⅞	19⅝	SunEn	n2.86	14.		201	20⅝	19⅞	20	+¼
56¼	42¼	SunCo	3	5.9	11	1367	51	49⅝	50⅛	+1
110⅞	90½	SunC pf 2.25		2.2		1	103¼	103¼	103¼	+1
63¾	40	Sundstr	1.80	2.8	16	286	u64⅝	63¼	63⅞	+⅛
9⅛	5¼	SunMn				675	5⅜	5½	5½	
9¼	7	SupM pf1.19		14.		163	8½	8¼	8½	
43	31	SunTrs	1.20	2.8	18	923	43	42⅞	42⅞	+⅛
24⅞	15⅞	SupVals	.38	1.5	20	2592	u25⅜	24¼	25½	+1
57½	33⅞	SupMkt	.48	.8	16	293	57	56⅛	56⅝	+⅛
16⅛	12	Swank	.48	3.2	26	343	15¼	14⅝	15	-⅜
16½	10¼	SymsCp			17	193	14	13½	13⅝	+¼
56¼	26⅞	Syntex	s1.20	2.1	19	2174	u57¼	55⅝	57⅛	+1½
60¼	32¼	Sysco	.44	.8	23	864	59¼	57¼	58½	-½
30½	28	Sysco wi				11	29½	28¼	29¼	-½
		T T T								
48⅛	30⅞	TDK	.31e	.7		271	42	41½	42	+1⅞
39⅝	27⅞	TECO	2.36	6.0	11	403	39⅝	39¼	39⅝	
12⅞	6⅞	TGIF			15	1439	8	7	8	+¾
21½	14⅞	TNP	1.32	6.5	9	42	20⅜	20⅛	20¼	+¼
31½	20¼	TRE	1	3.2	53	929	31⅞	30¼	31½	+1¼
101	69	TRW	3	3.0		608	99⅞	96¼	99⅞	+3⅜
181½	130	TRW pr4.50		2.5		1	177	177	177	
5⅞	11-16	vjTacBt				2918	15-16	¾	13-16	-⅛
97⅞	59¾	TaltBrd	1.16	1.2	21	470	94½	91¾	93¼	-1⅛
21½	15	Talley	.20e	1.0	13	384	20	19½	19⅝	-⅛
23½	17½	Talley pf	1	4.5		42	22¼	21⅞	22¼	+⅜
105	66	Tambrd	1.40	3.3	20	47	u105½	103¾	103¾	-¾
43⅞	28⅛	Tandy			18	5140	43¼	42¼	42¼	+⅛
18⅛	12¾	Tndycft			15	110	15⅝	15⅛	15¼	+⅛
65½	47⅞	Tektrnx	1	1.6	18	828	61¾	60	61¼	+1
4⅞	2⅝	Telcom			38	43	3	2⅞	3	
364½	227	Teldyn			8	300	360¾	354½	358	+2
24	12⅞	Telrate	.40	2.7	25	503	19⅞	18⅞	19	+⅜
68	36⅞	Telex			14	1727	63⅞	61⅞	62¼	-1¼
55½	31¾	Templn	.72	1.3	16	1070	u55¾	53½	55¾	+⅝
45¼	34½	Tenneco	3.04	8.1	50	2575	37⅝	36⅞	37½	+⅛
105¼	97¾	Tenc pr	11	11.		284	103¼	102¾	103	+½
93⅝	77½	Tenc pr7.40		7.9		445	u93½	92⅞	93½	+¾
27⅜	17⅞	Terdyn			29	846	25⅝	24⅞	25¼	+⅜
13⅞	7½	Tesoro	.40	3.9		284	10¼	9¾	10¼	+⅛
26⅜	19⅝	Tesor pf2.16		9.8		18	22	21¾	22⅛	+½
40¼	26	Texaco	3	10.	6	7873	29⅛	28½	29	
36½	22¼	TxABc	1.52	6.2	10	54	24½	24	24⅝	-⅛
42⅛	19⅝	TexCm	1.56	7.1	14	784	22	21	21⅞	-⅛
41¼	28½	TexEst	2.20	7.2	41	3216	31⅞	30½	30½	-⅜
33⅞	25¾	TexInd	.80b	2.7	12	12	29¾	29⅝	29⅝	-⅛
129¼	86¼	TexInst	2	1.6		1771	128⅝	126¼	128⅝	+1¼
6⅞	1⅞	TexInt				4507	3⅞	3½	3⅝	-⅛
34¾	23¾	TxPac	.40	1.5	15	30	25⅞	25¼	25⅞	
34¾	25⅞	TexUtil	2.68	7.8	8	3495	34⅞	34¼	34⅝	
5⅝	2⅝	Texfi ln			32	178	5¼	5	5⅛	
61⅝	39¾	Textron	1.80	3.0	10	934	61⅞	60¼	61	+¼
66	43½	Textr pf2.08		3.2		11	u66½	66	66	+¼
54½	36½	Textr pf1.40		2.8		4	54¼	53⅝	53¾	-¾
12½	7⅜	Thack			354	55	10¾	10⅝	10⅝	+⅛
28½	26⅜	Thack pf4.15		15		25	28⅝	27⅝	27¾	-¼
26⅝	14	ThrmEs			33	472	23½	22¾	23¼	-⅛
47	33½	ThmBet	.96	3.0	21	357	45½	44½	45⅜	-⅛
25⅝	15⅛	Thomin	.68b	2.6	14	261	u26½	25½	26	+½
17⅜	11¾	ThmMed	.40	2.7	13	87	15⅛	14⅝	15	-½
27½	18⅞	Thrfty	.64	2.4	17	608	27½	27	27⅛	
18⅝	8¾	Tidwtr	.90	9.6		392	9⅞	9⅝	9⅝	-⅜
10½	5⅝	Tigerln				1768	9⅝	9	9¼	+⅛
75½	47	Time	1	1.4	23	1705	73⅞	71	71¾	-1
23⅞	14⅝	Timplx			13	267	16¼	16	16	-⅜
60⅝	43⅜	TimeM	1.50	2.5	17	734	59⅞	58¼	59½	+½
53	41⅝	Timken	1	1.9		255	53	50⅞	53	+1⅞
11⅞	5¼	Titan				120	10¾	10⅝	10½	
13	9½	Titan pf	1	8.5		7	11¾	11¾	11¾	
37⅞	25½	TodShp	1.32	4.9	116	63	27⅝	26¾	26¾	-1
21⅝	15⅜	Tokhm s	.48	2.4	12	341	20	19½	19⅝	
25⅞	17¼	ToledEd	s2.52	10.	7	503	25	24⅜	24⅝	
31⅜	25⅜	TolEd pf3.72		12.		7	31½	31¼	31¼	-⅛
31⅜	25⅞	TolEd pf3.75		12.		18	31½	31⅛	31¼	-½
30¾	23	TolEd pf3.47		12.		77	30⅛	30	30⅛	-⅜
36	29⅝	TolEd pf4.28		12.		13	35⅝	35	35	-¼
23½	18⅝	TolEd pf2.36		11.		19	22⅞	22⅝	22⅝	-½
21¾	15⅞	TolEd pf2.21		11.		3	21	20¾	21	-¼
34¼	14⅛	Tonka s	.10	.3	8	478	34	32⅝	34	+1½
68	35½	TootRol	.48b	.7	16	41	65⅞	64½	64¾	-¾
32¾	18¼	Trchm s	.60	1.8	15	1461	u34⅛	32¾	34	+1⅜
23⅞	13¼	ToroCo	.40	1.7	13	60	23½	23¼	23⅝	-⅜
5	1	Tosco				2297	2⅝	2⅝	2½	
12⅛	5	Towle				283	6	5⅞	6	+⅛
7¼	2¾	Towle pf				14	3	2⅞	2⅞	
41½	26	ToyRU s			31	2209	40¾	40	40⅝	+⅜
27¼	16	Tracr s	.32	1.4	33	822	22¾	22⅜	22½	-¼
15⅛	12⅞	TramI n				127	14⅝	14½	14⅝	-⅛
23	11⅞	TWA				3848	17½	17¼	17⅜	+⅛
18	8	TWA pf	2.25	16.		186	13⅞	13⅝	13⅞	+⅛
40⅝	26⅝	Transm	1.88	4.3	19	2108	39⅞	38¾	39½	+⅛
25	18½	TranInc	2.28	9.5		4	24⅛	24⅛	24⅛	
14	11½	TARlty	1	7.7	130	48	13⅛	13	13	
21⅛	12	TrnCdan	1.12	8.6	5	144	13	12¾	13	-⅛
63½	44	Transco	6.56e	12.	61	1500	56	55	55½	+⅝
59	50½	Trnsc pf4.75		8.6		13	55¾	55½	55½	
23½	15⅞	TranEx	2.36	14.		533	17⅜	17	17¼	+¼
11¾	5⅞	Transcn			24	280	11½	11⅛	11½	+¼
104	92⅞	TrG pf 10.32		10.		z90	102	102	102	
98	89¾	TrGP pf8.64		8.8		z230	u98⅝	97¼	98⅝	+⅞
26½	23¼	TrGP pf2.50		9.6		3	26⅛	26⅛	26⅛	
18¼	8⅝	TrnCOh			8	50	18⅛	18	18⅛	+⅛
44½	32	Trnwld	.48	1.1	8	4957	u45⅝	44¼	45⅛	+¾
27¼	15½	Twld wtA				63	u27½	27	27⅝	+⅝
38⅞	29¼	Twld pf	2	5.3		30	37⅞	37⅜	37⅞	+⅜
58⅞	39¼	Travlr	2.16	3.7	14	2498	u59⅜	58	58⅜	+⅜
66	50⅝	Trav pf	4.16	6.2		498	u67½	66¼	67½	+1½
30¼	22¼	TriCon	3.65e	12.		614	30	29½	29⅞	+⅛
33½	26	TriCn pf2.50		7.7		11	32¾	32½	32⅝	-⅜
22⅞	4¼	Triain s	.10	.5	6	447	20¾	20⅛	20⅛	-⅛
22¼	16	Trilnd pf.12		.6		317	20¾	20½	20¾	+¼
31¼	26⅝	Trilnd pf2.22		7.2		48	30¾	30⅝	30⅝	-⅛
53⅛	26	TriaPc	1	1.9	14	40	53	53	53	
66⅞	38	Tribune	1	1.5	21	721	65	63½	65	+2
6⅞	5⅝	Tricntr	.33e	9.8	5	19	3⅜	3⅜	3⅜	
7½	5⅞	Trico	.20	3.1	11	87	6⅝	6¼	6⅝	+⅛
18	12½	Trinty	.50	2.9		174	17½	17¼	17⅜	
35½	15⅛	TriEng	.10b	.5	14	187	19½	18¾	18¾	-¾
25⅝	22½	TritE pf	2	8.0		107	25½	25⅛	25⅛	-½
51¼	35⅛	TucsEP	3.30	6.6	11	859	50	49⅛	49⅞	+¼
27⅛	11⅝	Tultex	.48	1.8	20	109	27	26⅝	26⅞	+⅛
20¼	16	TwinDs	.90	5.0	32	9	18	18	18	
67⅝	33½	TycoLb	.80	1.2	21	1197	u70	67¼	68⅝	+⅝
34	16⅜	Tyco wi				37	u34⅞	34⅛	34½	+½
17	12⅝	Tylor	.40	2.5	19	433	16⅛	15⅝	15¾	-⅜
		U U U								
60¾	38¾	UAL	1	1.8		4731	56¼	53½	54½	-⅝
19	11¾	UCCEL			18	449	18	17½	17¾	-¼
38½	22⅞	UDC n	4	11.	9	227	35½	35¼	35¼	-¼
28⅛	20	UGI	2.04	8.0		246	26⅛	25½	25⅝	-⅜
27	23	UGI pf	2.75	11		z100	25¾	25¼	25¾	
12	8⅛	UNCRes			14	563	11⅞	11⅛	11¼	-⅜
16⅞	10¼	URS	.40	2.4	19	466	16⅝	16⅛	16⅜	-⅛
45¾	30⅛	USFG	2.32	5.1		4151	45¼	44⅝	45⅛	-⅝
70¾	30¼	USG s	1.92	2.8	10	1132	69⅞	67¾	69½	+¼
20⅞	12⅞	UniFrst	.20	1.0	17	15	20¼	20	20¼	+⅛
160½	91	UnilNV	5.66e	3.5	14	705	u163⅞	160⅝	163⅞	+4⅛
49	33¼	UCamp	1.64	3.3	28	2917	u50	47⅝	50	+2½
20	7⅛	UCarb s				11347	19⅛	19	19⅛	+⅛
42	37⅝	UnCrb rt				3131	38	37⅞	38	+⅛
12	5	UnionC				285	11¼	10¾	10⅞	-⅜
25½	15¾	UnElec	1.84	7.5	9	1199	24⅝	24⅜	24½	
46	29½	UnEl pf	4	9.1		z860	44	44	44	-1
46	33½	UnEl pf4.50		9.9		z330	45¼	45	45¼	+¼
72¼	47¼	UnEl pf6.40		8.9		z2100	72	71⅛	72	+1
34¾	29¼	UnEl pfM	4	12.		74	32⅞	32½	32⅞	+⅛
88½	59	UEl pfL	8	9.4		z50	85½	85½	85½	
29	22¾	UnEl pf2.98		10.		34	28⅝	28⅝	28½	+⅛
24	16⅝	UnEl pf2.13		8.9		72	24	23¾	24	+¼
27¾	22⅝	UnEl pf2.72		10.		5	26⅝	26⅝	26⅝	-⅛
85⅝	55	UnEl pf7.44		8.8		z1910	85	83	85	+2
81½	58½	UEl pfH	8	9.8		z10	u82	82	82	+1
24	13⅛	UnExp	n1.03e	7.0		319	14⅞	14⅝	14⅝	-¼
55¼	45¼	UnPac	1.80	3.3	13	4921	55	53⅝	54⅞	+1⅛
119¼	103	UnPc pf7.25		6.1		110	u119½	118	119½	+1¼
88	50	Unryl pf	8	9.1		z1000	87½	87	87½	+2
27⅞	12¾	UnBrnd	.05e		2 13	5	24½	24⅜	24⅝	
20¼	12⅞	UBrd pf				34	18⅝	18⅜	18⅝	+¼
45¾	24¼	UCbTVs	.10		2 67	289	44½	43⅞	44½	+¼
33¼	15	UIllum	2.32	7.2	6	215	32¾	32	32⅛	-⅜
31¼	25½	UIllu pf	3.97	13		59	30⅝	29½	29½	-¼
21	15	UIllu pr2.20		11.		z800	20¼	20	20	-1
32½	26⅛	UIllu pf	4	13.		3	30⅝	30⅝	30⅝	-⅜
16½	12⅛	UIllu pf1.90		12		10	15⅞	15¾	15¾	-⅛
25⅞	17½	Unitlnd	.64	2.5	10	371	25⅛	24¾	25⅛	+⅛
45	38	Unitlnn	.22	.5	23	3	44	43⅞	43⅞	
39⅞	23⅝	UJerB	s1.16	3.0	12	199	39⅝	38¾	38⅞	-⅜
20¼	11½	UtdMM				56	19¼	19	19	-¼
3⅞	2	UPkMn			1	31	2⅝	2⅝	2⅝	-⅛
39⅞	27¼	UsairG	.12	.3	8	1150	35⅝	35	35¼	+¼
9¼	5	USHom				3000	8¾	8¼	8⅝	-¼
42¼	31½	USLeas	.60	1.9	13	221	u42⅞	42¼	42⅞	+⅝
53	27⅝	USShoe	.92	1.8	16	277	52⅛	51¼	52⅛	+¾
33	21⅝	USSteel	1.20	5.2	14	25485	23⅞	22⅝	23	-⅞
56⅛	51	USStl pf5.59e		11.		26	52½	52	52	
33	25½	USStl pf2.25		8.1		368	28⅝	27⅞	27⅞	-⅛
104½	101¼	USSt pf10.75		10.		193	102⅝	102½	102⅝	
1⅛	⅞	USSll wi				3159	1⅛	1	1⅛	
39⅜	28½	USTob	1.96	5.5	11	2400	35⅞	35⅛	35⅝	
98⅞	73¼	USWest	6.08	6.1	10	1339	u99¼	97¼	99¼	+1¼
10⅞	8	UnStck			15	14	10½	10⅛	10½	+⅝
58¼	38¼	UnTech	1.40	2.6	26	2269	55	54	54¾	
44	32¼	UTch pf2.55		5.8		1195	43⅝	43½	43⅝	+⅜
29¼	20⅞	UnlTel	1.92	6.5	165	3136	u29⅞	29⅛	29¾	+⅜
42⅜	31	UnlTl pf1.50		3.4		3	u43½	43½	43½	+1¼
35½	25	UnlT 2pf1.50		4.1		1	u36¼	36¼	36¼	+¼
26⅛	16⅛	UWR	1.28	4.9	15	48	26	25⅞	26	+⅝
29½	17¾	Unitrde	.20	.8	37	173	25¾	25	25	-¼
25½	16¼	Univar	.80	3.5	13	152	23⅛	23	23	-¼
31½	24⅝	UnivFd	1.12	3.6	12	92	31¼	30¾	31	-⅛
28⅞	19⅛	UnLeaf	1.08	3.8	11	756	u29	27⅞	28⅝	+¼
53	20⅝	Unocal	1.20b	5.3	10	5778	22⅞	22⅛	22½	+⅝
155	75¼	Upjohn	3.04	1.9	24	1165	u159½	156	159⅛	+4½
44	32⅝	USLIFE	1.12	2.5	12	707	u44⅞	43¼	44⅛	+⅜
11⅞	9⅛	UslfeFd	1.08a	9.3		29	11⅝	11½	11⅝	+⅛
29¼	21	UtaPL	2.32	8.1	12	595	u28¾	28⅝	28⅝	+⅜
30¼	23⅛	UtPL pf2.80		9.5		15	29⅝	29⅛	29⅝	
30¼	24⅝	UtPL pf2.90		10.		123	28¾	28¼	28¼	+½
24¼	17	UtPL pf2.04		8.6		4	23¾	23¾	23¾	-¼
30⅛	19⅞	UtilCo	1.40b	4.6	10	466	u30⅝	30⅛	30¼	+¼
25¼	20	UtilCo pf2.44		9.8		4	25	25	25	
27¼	21⅛	UtilCo pr2.61		9.6		13	27¼	27	27¼	-¼
36	32⅛	UtilCo pf4.13		12		13	35⅜	35	35¼	+½
		V V V								
66½	30½	VF Corp	1.28	1.9	15	785	u68½	66¼	67⅞	+2⅞
14¾	8⅛	Valero			8	502	8⅞	8⅝	8⅝	
25⅝	21⅛	Valer pf3.44		15.		29	23½	22⅞	22⅞	-⅝
3⅛	2¼	Valeyin			66	22	3⅛	2⅞	2⅞	
33	20⅝	VanDrn	1	3.1	10	82	u33¼	32½	32½	-½
5⅜	2⅛	Varco				374	2¾	d	2½	2⅝
15½	7½	Varco pf				12	13⅝	13½	13⅝	-¼
34	22	Varian	.26	.9	41	2367	29⅛	28⅝	28¾	+⅛
17½	9⅞	Varo	.40	2.3869		316	u17¾	17¼	17⅜	-⅛
23⅝	13	Veeco	.40	2.1	25	862	19⅞	19⅛	19¼	-⅛
12	3⅝	Vendo			17	85	7⅝	7¼	7⅜	-⅛
13½	9⅞	VestSe	1.20e	8.8		48	u13⅝	13⅜	13⅝	+⅛
15¼	9½	Vestrn n			11	483	10⅝	10½	10½	
66¼	40	Viacom	.48	.8	25	1185	58⅝	57⅞	58½	-⅝
90½	82¼	VaEP pf7.72		8.8		z2310	88	87	88	+1¼
100	71	VaEP pf8.84		8.8		z170	100	100	100	
106¾	78	VaEl pf 8.60		8.3		z170	105	103½	103½	-1½
105	78¼	VaEP pf9.75		9.5		z970	103¼	103	103	-¼
88	61¾	VaE pfJ7.72		8.8		z220	88	88	88	
84	56	VaEP pf7.20		8.6		z4000	u84¼	83½	84	+⅞
85⅝	58	VaEP pf7.45		8.9		z10	84	84	84	
24	13⅛	Vishay			15	82	19½	19	19¼	+¼
85	38¼	Vornad			27	11	75⅞	75⅞	75⅞	-⅜
108⅝	70⅜	VulcnM	2.96	2.8	17	177	107¼	106	106½	-1⅛
		W W W								
34¾	26	WICOR	2.42	7.1	8	82	34¼	34	34	-¾
28¼	16⅞	Wackht	.60	2.2	15	166	27¼	26¾	27	+½
10⅞	4⅞	Wainoc				455	6	5¾	5⅞	
39½	20⅞	WlMrt s	.17	.4	35	5822	u41	39	40¼	+⅞
34¾	22½	Walgrn	.50	1.5	22	2064	34¼	33¼	34¼	-¼
25⅞	18⅝	WkHRsg	1.48			414	20¼	19¾	20¼	+⅛
46	31½	WalCSv	.50	1.1	19	214	45⅝	44⅞	45¼	
60	31	WaltJm	1.40	2.4	11	1768	60	58⅛	58⅞	-⅝
11⅜	8½	WaltJ pf	1	9.1		z100	11	11	11	
70½	43⅞	WaltJ pf1.60		2.0		3	u79	78	79	+8½
33	20⅝	Warnco	.88	2.5	15	9042	u35⅜	33⅝	35⅜	+2½
41¾	23¼	WrnCm	.50	1.2	14	4549	u41⅞	39⅜	40¼	-¼
53⅛	33⅞	WarnrL	1.56	3.0		2304	52¾	51½	51⅞	
24⅛	18⅞	WashGs	1.66	7.0	10	443	24	23⅝	23¾	+⅜
33⅞	21⅜	WshNat	1.08	3.1	14	465	u34⅝	34⅛	34½	+1¾
28⅞	19⅝	WshWt	2.48	9.0	9	361	27⅞	27½	27½	-⅜
45½	23	Waste s	.48	1.1	27	18023	u45¾	44⅛	45⅝	+⅞
33	21⅝	WatkJn	.40	1.3	16	945	33	31⅝	32	-1
12⅝	9	WayGos	.20	1.9	11	17	10⅞	10⅝	10¾	
24½	19½	WayG pf1.60		6.8		1	23½	23½	23½	
11⅜	3⅝	WeanU				59	4⅛	3⅞	4	-¼
12¼	9⅛	Wean pf.32k			5	9	d	9	9	-⅛
28¼	16½	WebbD	.20	.7	14	336	28	27½	27¾	-¼
12	8	Wedtch			15	604	11⅞	10⅞	11⅛	+¼
22	19	WeinR	n1.56	7.3		1188	21½	21	21⅛	+⅜
42	24¾	WeisMa	.54	1.4	19	60	37½	36⅞	37⅜	+⅜
81⅞	51½	WellsF	2.72	3.4	10	3786	81⅞	81	81⅛	+⅛
28¼	20½	WelFM	2.80	11.	12	139	26⅝	26⅜	26⅜	-⅜
19¼	14⅝	Wendy	.24	1.3	17	4646	18¼	17¾	18	+⅛
31½	20	WestCo	.48	1.5	16	66	31⅛	31	31⅛	+⅛
51½	37⅜	WPenP pf4.50		9.0		y60	51	50	50	-½
53½	35	WstPtP	2.20	4.2	19	222	53½	52½	53	-⅛
14¼	9¾	WstctT	g1.04		25	126	10⅝	10¼	10⅜	
12⅝	5½	WnAirL			6	16399	11½	10½	11⅛	-¼
4¾	1⅜	WAir wt				1819	3⅞	3⅝	3¾	
31⅝	16½	WAir pf	2	6.7		282	30⅝	29⅝	30	-¼
8⅛	¾	WCNA				1231	1¼	1⅛	1¼	+⅛
50½	5¼	WCNA pf1.81j				179	8	7¾	7⅞	-¼
139¾	107	WPacl	.75e	.6	12	x9	133½	133	133½	+3¼
23½	8⅝	WstSL s	.20	1.0	9	452	21⅞	19⅞	20¾	-¾
15½	8⅜	WUnion				4535	7⅛	6¾	7	
48½	26⅛	WnUn pf				22	32	31	31	-1
46	30½	WnU pfC				13	33½	33¼	33½	-½
7¾	3⅝	WnU pfS				1021	6¼	6	6¼	+¼
14¼	6⅝	WnU pfE				2054	11	9¾	10⅝	+⅞
42½	24½	WUTl pf				4	39½	39	39	-1
17½	8⅛	WUTl pfA				245	14¾	14⅝	14⅝	
52⅞	25	WstgE	1.20	2.3	15	7658	52⅝	50¾	52⅛	+1⅛
56	34⅞	Westvc	1.32	2.5	15	559	53¼	51¾	52⅝	-⅜
38⅝	24¾	Weyerh	1.30	3.4	29	6226	38¼	37⅝	37¾	+½
50	37⅞	Weyr pf2.80		5.7		125	49¼	48⅝	49¼	+¾
55⅞	46¾	Weyr pr4.50		8.2		220	55⅛	54¾	55	
17⅛	6⅞	vjWhPit				120	12⅝	12	12⅝	-¼
37½	14⅛	vjWPit pfB				z350	28	27½	27½	+¼
31¾	10½	vjWhPtpf				z350	22¼	22	22¼	+¾
67½	40½	Whirlpl	2	3.0	13	755	67¼	65¾	66⅝	-¼
50	25½	WhitC	1.50	3.2	23	857	46⅞	46½	46⅝	
45¼	39¼	WhitC pfC	3	6.2		92	u49	45½	48½	+3½
34⅞	19⅝	Whitehl			12	81	30⅛	29¾	29¾	-¼
26⅝	17¼	Whittak	.80	2.2	25	413	u27¼	26⅛	27	+1½
15⅛	8	Wilfred	.12	.9	14	21	12⅞	12⅝	12⅝	
18½	7⅞	WilcxG	10	.6	7	64	17¾	17¼	17¼	-⅛
33½	21¾	Willam	1.40	6.0	26	1088	23¾	23	23½	-¼
10⅛	3	WilmEl				193	9⅞	9⅝	9¾	
7½	4	WilshrO	.10b	2.2	14	45	4⅞	4⅝	4⅝	-¼
40	32⅝	WinDix	1.74	4.4	15	572	40	39	40	+¼
19¾	8½	Winnbg	.20	1.1	34	3001	17⅝	16⅞	17½	+⅜
9⅝	5⅛	Winner				328	6⅞	5¾	6⅞	+⅛
9½	4	WinterJ				32	9⅜	9¼	9⅜	+⅛
49½	30¾	WiscEP	2.48	5.0	11	310	49½	49	49½	+⅝

Continued on Page 31

Sales figures are unofficial. Yearly highs and lows reflect the previous 52 weeks plus the current week, but not the latest trading day. Where a split or stock dividend amounting to 25 per cent or more has been paid, the year's high-low range and dividend are shown for the new stock only. Unless otherwise noted, rates of dividends are annual disbursements based on the latest declaration.

a-dividend also extra(s). b-annual rate of dividend plus stock dividend. c-liquidating dividend. cld-called. d-new yearly low. e-dividend declared or paid in preceding 12 months. g-dividend in Canadian funds, subject to 15% non-residence tax. i-dividend declared after split-up or stock dividend. j-dividend paid this year, omitted, deferred, or no action taken at latest dividend meeting. k-dividend declared or paid this year, an accumulative issue with dividends in arrears. n-new issue in the past 52 weeks. The high-low range begins with the start of trading. nd-next day delivery. P/E-price-earnings ratio. r-dividend declared or paid in preceding 12 months, plus stock dividend. s-stock split. Dividends begins with date of split. sls-sales. t-dividend paid in stock in preceding 12 months, estimated cash value on ex-dividend or ex-distribution date. u-new yearly high. v-trading halted. vi-in bankruptcy or receivership or being reorganised under the Bankruptcy Act, or securities assumed by such companies. wd-distributed. wi-when issued. ww-with warrants. x-ex-dividend or ex-rights. xdis-ex-distribution. xw-without warrants. y-ex-dividend and sales in full. yld-yield. z-sales in full.

AMEX COMPOSITE CLOSING PRICES

Closing prices March 14

Stock	Div	P/E	Sls 100s	High	Low	Close	Chng
AcmePr			30	4	3⅞	4	
Acton			113	2⅝	2	2	
AdRusl	.16	22	45	34¾	34½	34⅝	+⅛
Acronc			147	4⅝	4¼	4½	-⅛
AlliPbs	.44	30	92	u50	47¾	48⅞	+1⅛
AirCal		15	421	10¾	10½	10⅝	-⅛
ArCalpf	1.20		401	13⅝	13⅛	13⅛	-⅜
AlbaW			3	8	8	8	
Alphain			362	11	10⅝	11	
Amdahl	.20	27	1047	16¼	16	16¼	+¼
Alsracl		6	86	12⅛	12⅛	12⅛	-⅛
AMzeA	.52		20	14⅝	14½	14⅝	
AMzeB	.52		3	14⅞	14⅞	14⅞	+⅛
AMBld			882	5⅛	4⅞	5	+⅛
APett			11	45¾	45¼	45¼	
APrec	.24b	28	85	14⅞	14½	14⅝	-¼
AmRoyl	2.49e		736	7	6⅞	6⅞	-⅛
AScIE		40	29	6¾	6¾	6¾	-⅛
Ampal	.06	10	197	2⅝	2⅝	2½	
Andal		16	65	9¾	9½	9½	-¼
AndJcb			24	2¼	2⅛	2⅛	
vjAnglov			21	1	⅞	⅞	-⅛
ArgoPt			457	⅞	¾	⅞	+⅛
Armtrn			33	5¾	5⅝	5¾	+¼
Arundl		11	24	26	25⅞	26	
Asmrg	.20		630	7¼	6⅞	6⅞	-¼
Astroic			1327	2⅛	2	2⅛	+⅛
AtlsCM			271	¾	⅝	11-16	
Atlasw wt			16	3⅞	3¾	3⅞	
Avondl	.80	29	923	u27¼	26⅝	27	+½
B B							
BAT In	.16e		15213	u6	5 11-16	5 15-16	+5-16
Banstrg			2	6⅞	6⅞	6⅞	
BaryRG			11	5⅜	5¼	5¼	-⅛
Baruch	.37t	15	2	8⅝	8⅝	8⅝	
BergBr	.32b	17	239	36⅝	36⅛	36⅜	+⅛
BicCps	.48	14	161	26½	25½	26⅛	+⅛
BigV	.40	13	43	14⅛	13⅞	14	-¼
BinkMf	1	14	29	31⅜	31¼	31¼	-⅜
BlountA	.45	38	90	16½	16¼	16½	+½
BlountB	.40	38	34	16¼	16	16	-⅛
BowVal	.20		10	8⅛	8⅛	8⅛	-⅛
Bowmr		17	66	5⅝	5⅝	5⅝	
Bowne	.44	19	583	u27	25½	26⅞	+1
Brscng	1.60		172	u34½	33⅛	34⅜	-¾
C C							
CDI		15	12	u32	32	32	+⅛
CMI Cp		29	707	8	7¾	7¾	-¼
Camco	.44	8	32	14⅛	13⅞	14¼	-1⅛
CMarcg	.28		109	17⅞	17¼	17⅜	-⅛
CtryBu		15	2	16	16	16	
ChmpH		84	1286	3½	3 5-16	3⅜	
ChmpP	.72	17	17	25	24⅝	24⅝	-⅛
ChlMAs	.20	15	1190	20⅛	19⅝	20	+⅛
ChiRv	1.20a	14	23	21⅝	21⅜	21⅝	+⅛
ChfDvg			42	6⅝	6⅝	6⅝	
CtyGas	1.20	11	74	34	33¼	34	+1
Clarost	.93e	11	2	43	42¾	43	+½
CmpCn			325	7⅞	7⅝	7⅞	+⅛
Cnchm	.40	12	16	19⅝	19½	19½	-¼
ConcdF		256	1	10¼	10¼	10¼	+¼
ConrCp		10	28	17½	17½	17⅝	-¼
ConsOG			27	3⅛	3	3	-⅛
CnStors		22	865	23⅝	22⅞	23¼	+¼
vjContA		7	433	15¼	15	15⅛	
ContMtl		10	81	27⅞	26¾	27⅞	-⅝
Cross	1.44	17	21	39¾	38¾	39¼	+½
CroCP		43	25	20⅞	19⅞	19⅞	-½
CrCPB		37	7	17	16⅞	16⅞	+⅛
CrutcR		1	157	7-16	⅜	⅜	
CrystO			2935	¼	3-16	3-16	-1-16
Cubic	.39	10	175	21¾	20¾	21½	+⅝
Curtice	.32	11	67	27⅞	27	27⅞	+⅞
D D							
DWG	.08t		172	1⅞	1⅝	1⅞	+⅛
Damson			56	2¼	2⅛	2⅛	
DataPd		16	2198	15¾	15¼	15⅜	-½
Delmed			3265	1⅛	1	1¼	-⅛
DevlCp			1400	34	14	13¾	14
Digicon			28	1	15-16	1	
Dillrds		18	1243	42⅞	40½	41¾	+1¾
Diodes		29	115	6	5¾	5⅞	-¼
DomeP			23414	1½	d1 5-16	1⅜	-1-16
Driller			20	1½	1½	1½	+⅛
Ducom	.80		3	34¼	34	34¼	
E E							
EAC	.40	45	36	11⅞	11½	11½	-⅛
ERC		19	80	10¾	10⅝	10¾	-⅛
EagIC			472	u 4⅛	3¾	3⅞	
EstnCo	1	9	15	22⅝	22½	22½	-¼
Estgp	4.17e	7	31	31	31	31	-¼
EchoBg	.12		580	14⅝	14⅛	14¼	
Elsinor			1649	4½	4¼	4¼	+¼
EnrSrv			47	⅝	½	⅝	+1-16
Espey	.40	9	68	21⅝	21⅛	21⅝	+⅝
F F							
Fablnd	.50	11	23	u26¾	26½	26¾	+⅝
Frdata			321	5⅛	4⅝	5⅛	+⅜
FCapHd			430	9¾	9⅝	9¾	+⅛
FischP	.68t	16	45	u19½	19⅛	19½	+⅜
vjFlanig			2	4½	4½	4½	+⅛
Fluke	1.14t	15	85	27⅞	27¼	27¼	-¼
FrnllG			143	6¾	6½	6¾	
ForestL		33	211	33⅞	33¼	33⅜	-⅜
FreqEl		19	156	28¾	27½	28	+⅝
G G							
GRI			10	5⅛	5⅛	5⅛	
GalaxyO		14	279	⅞	¾	13-16	
GntYlg	.25e		105	16⅝	15¾	16⅛	-⅛
Glatflt	1	14	58	44⅝	44	44	-½
Glanar	.1b	28	144	29½	29⅛	29½	
GoldW			78	5⅛	5	5	
GldFld			155	⅝	9-16	9-16	-1-16
GrndAu	.40	17	256	u22⅞	20⅝	22¼	+1⅝
GrtL&C	.48	21	431	42⅝	41⅝	41¾	-1⅛
Greenm		17	133	28¾	28⅝	28½	-⅛
Greiner	.98t	14	27	u15	14¾	15	+⅛
GrdCh	.50b	13	100	14¼	14	14⅛	+⅜
GtfCdan	.52		1208	12	11¾	12	
H H							
Halmi		61	2583	4¼	3⅞	4¼	+¼
Hampl	.93t	11	63	u11⅞	11½	11⅝	+¼
Hanlrds	.50	16	92	28	27½	28	+½
Hasbro	.15	13	843	45⅝	44¾	45⅞	+⅝
HlthCh			181	9⅝	9⅝	9⅝	
Heinick	.10	16	329	29⅝	28¾	29	+1¼
HershO		59	74	4⅛	4	4⅛	
HollyCp			83	u14⅛	13½	14⅛	+⅜
HmeGn			3021	30	29¼	29¾	+¾
Hormls	.56	14	35	29⅝	28¾	29	-½
HrnHar			329	8¾	8⅝	8⅝	-¼
HouOT	1.04e		607	3¼	3⅛	3¼	
Huskyg	.36		1413	6	5¾	6	
I I							
ISS	.12		41	u 6⅞	6	6⅞	+⅜
ImpOilg	1.80		194	33¼	33	33⅛	-⅛
Infight		59	753	5⅞	5¾	5⅞	
InstSy		11	3063	u 2⅞	2	2⅝	+¼
InsSypf	.25t		88	3	2¾	3	
IntCtyg	.60		30	10⅞	10¾	10¾	+⅛
Intmk	.12b		53	u20⅝	19⅞	20	
IntBknt			724	4⅝	4½	4⅝	+⅛
IntPwr			6	4⅝	4⅝	4⅝	+⅛
IroqBrd			1756 26	35⅜	34⅝	35⅛	+½
J K							
Jacobs		15	32	7	6¾	7	
Jetron	.71t	16	80	9⅝	9⅜	9⅝	+⅜
JohnPd			38	2½	2¼	2⅜	
Jonnlnd		6	110	13⅞	13½	13¾	
KayCp	.20	7	95	23	22½	23	+½
KeyCoA	.15e	10	42	6⅛	5¾	5⅞	-¼
KeyPh			4562	16⅝	16⅛	16⅛	-⅛
Kinark			55	3⅝	3⅜	3⅜	-⅛
Kirby		20	56	2⅞	2⅞	2¼	+⅛
KogerC	2.32	101	167	28⅝	28	28¼	+¼
L L							
LaBarg			34	2	1⅞	2	-⅛
Laser		23	266	16	15⅝	15¾	-⅛
LeisurT		32	114	7⅞	7⅝	7¾	+½
Lumex	.08	30	303	20⅞	20¼	20⅝	+⅜
LynchC	.20	71	84	17⅞	16½	17¾	-¼
M M							
MCO Hd		17	162	u16¾	15⅝	16½	+½
MCO Rs			61	1	⅞	15-16	+1-16
MSI Dt			17	12⅛	12	12⅛	
MSR			30	1¾	1¾	1¾	
Macrod			178	1⅞	1⅛	1⅛	+⅛
Marmpf	2.35		15	22⅝	22½	22½	
MarPr	.05e	33	15	48	46½	48	+1⅞
MatRsh	.12	153	59	13⅞	13½	13¾	+¼
Matrxs		24	1803	23	21⅝	22⅝	+⅞
Media	1.16	19	35	86	85¼	85½	-¼
MchGn		8	154	4⅞	4⅝	4⅝	-⅛
MidAm	.20	32	29	9½	9¼	9½	+⅛
MssnW	.28	53	24	9⅛	9	9	
MtchlE	.24	10	x972	10½	10¼	10¼	-⅛
N N							
NtPatnt	.10		546	24	23	24	+½
NMxAr		37	32	u23⅞	23⅝	23⅞	+½
NProc	1.25e	13	610	27¼	26¾	27⅛	+⅝
NYTimes	.60	23	727	u68½	63½	66½	+2⅞
NewbE	.25r	13	291	5⅜	5⅛	5¼	+¼
Nolex		24	48	4⅞	4¾	4¾	
NCdO gs			15	8⅞	8¾	8¾	-⅛
NucIDt		11	60	6¼	6	6	+⅛
Numac			141	7	6⅝	6⅝	-⅜
O P Q							
OEA		15	103	23	20⅞	22¼	+1⅞
Oakwds	.08	18	223	23½	22½	23⅝	+⅝
OOklep			10	4¼	4¼	4¼	+⅛
OzarkH	.20	335	1153	16¾	16⅜	16¾	+⅛
PallCps	.38	30	602	u39⅞	38⅝	39	+⅜
PE Cp	.25t		642	⅝	7-16	⅝	+⅛
PennvC	.80		33	33¾	32	32	-1
PetLw			292	¾	11-16	¾	
PionrSy			27	3⅝	3½	3⅝	
PitDsm			6	18½	18⅝	18⅝	-¼
Pitway	1.80	13	14	u86	85	86	+1½
PopeEv			171	3¾	3½	3½	-⅛
Presid		15	35	3½	3½	3½	+⅛
R R							
Ragan	.12	32	1	21	21	21	
Ransbg	.72	27	83	22¼	22	22⅛	-⅛
Resrt A		53	94	50⅛	49⅝	49¾	+⅛
Resrt B		54	z50	51	51	51	-½
RstAsB		13	64	9⅝	8⅞	9⅝	
RstAsA	.15e	10	10	7¼	7¼	7¼	-¼
Rckwys	.28	25	187	20	19⅝	19⅞	+⅞
Rogers	.12	88	129	22⅝	21⅝	22⅝	+1
Rudick	.56a	11	17	27	26½	27	+¾
RBW		6	29	8⅞	8¾	8¾	+⅛
Rykoff	.60	17	60	26¾	25¾	25¾	-¼
S S							
SJWs	1.57	12	16	35	34½	35	+¾
Sage			47	7⅞	7	7⅛	+⅛
Salem		16	4	5⅝	5½	5⅝	
Scheib	.60	15	27	31⅝	31	31⅛	-⅛
SbdCp	.50	8	12	u94¾	94	94¾	+1¼
SecCap	.20	8	151	9⅞	9⅝	9⅞	+⅜
Sharon			216	¾	11-16	¾	+1-16
Solitron		16	169	9⅞	9⅝	9⅞	+⅜
SpedOP			14	6¾	6½	6¾	
Spencer			24	7⅞	7⅞	7⅝	-⅛
StHavn	.08	44	22	5¼	5¼	5¼	
Stanwd		79	28	11⅞	11⅞	11⅞	+⅛
SterlEl			165	2⅛	1¾	2	-¼
SterlSft	.10e	23	485	14½	13¾	14	-½
SiruIW			18	1⅝	1½	1⅝	
Synaloy			16	4⅞	4¾	4⅞	-⅛
T T							
TIE			6018	6⅞	6⅛	6⅞	+⅝
TII		39	37	9⅛	9	9	+⅛
TabPrd	.20	16	52	u21⅞	20⅞	21⅞	+⅝
TandBr		19	39	11⅞	11¼	11⅞	
TchAm			377	u 3½	3¼	3¼	-⅛
TchSym		17	354	17	16½	16½	-⅛
TechTp		16	350	6¼	5⅞	6¼	+⅜
Telscl		63	52	10¾	10⅛	10⅛	-⅜
Telesph			242	3⅞	3¾	3⅞	
TexAir		8	937	29⅛	28	28¼	-¾
TotlPtg	.24		37	16⅝	16⅛	16⅛	-⅜
TnSM			204	11⅜	11	11⅛	-⅜
TubMex			19	2	2	2	
U U							
USRInd			6	2¾	2⅝	2⅝	
Ultmte		18	1553	28⅞	25⅞	27¾	-1¼
UFoodA	.10a		22	1¾	1¾	1¾	
UnivRs		13	60	6⅛	5⅞	5⅞	-⅛
UnvPat			117	18¼	17¼	17½	-⅝
V W							
VtAmC	.40	31	50	18⅝	18	18⅝	+¼
VtRsh			4	4½	4½	4½	
Vernit	.20	33	493	10¼	9⅞	10¼	+⅜
Vertple		30	18	4⅝	4½	4½	
WTC		26	99	5	4¾	4⅞	-⅛
WangB	.16		4656	21⅝	21⅛	21⅜	+¼
WangC	.11		8	21½	21½	21½	+⅝
WrnCwt			716	⅞	13-16	⅞	
WshPst	1.12	17	35	154	151	151	-3
Wthlrd			254	1⅞	1¾	1⅞	+⅛
Wellco		8	2	25¾	25⅝	25¾	+⅛
WellAm			731	u 2	1½	2	+⅜
WelGrd			80	3⅝	3½	3⅝	+⅛
Wstbrg	.20	13	81	11⅞	11¾	11¾	
WDigitl		30	4136	11½	11⅛	11½	+⅜
Wichita			13	1⅞	1¾	1⅞	+⅛
Wickes		14	37910	6¾	6¼	6⅝	+⅛
Wdstrm	.40	15	122	u13⅛	11⅝	13	+1⅜
WwdeE			119	2½	2⅜	2⅜	-⅛
X Y Z							
Zimer			58	7¾	7½	7⅝	-⅛

OVER-THE-COUNTER

Nasdaq national market, Closing prices, March 14

Stock	Div	Sales (Hnds)	High	Low	Last	Chng
ADC Tl		649	27¾	26¼	26¾	-½
AEL		38	15	14½	14⅞	+⅛
AFG		1279	33⅝	31⅞	32⅞	+1⅛
ASK		258	12½	12⅝	12⅝	-¼
AamRt		40	18	17½	17½	
Acadin	.05r	2104	2½	2 3-16	2 5-16	+3-16
Acelrtn	t	430	14¼	13¾	14¼	+⅜
AcuRay	.24	284	25⅞	25⅝	25¼	+⅛
AdacLb		134	1 9-16	1½	1½	-1-16
Adage		94	4½	4⅝	4½	
AdvCir		438	10⅞	10⅝	10¾	
Aequtrn		244	5	4⅞	4⅞	
AffBsh	.80	237	16⅞	16½	16⅞	+¼
AgcyRs	t	910	30¾	30⅝	30⅝	-⅛
AirMd	.10s	259	8⅞	8⅛	8⅞	+⅛
AirWisc		388	15¼	14¾	15¼	+⅜
AlexB	1.80	278	51	50	50½	-⅝
Allns		900	35¼	34¼	34¾	
Algorex		11	7¼	7⅛	7⅛	-⅛
AlegW	.24	52	22	21¼	22	+¾
AllegBv	.40	1173	30¼	29⅞	30	
AlldBn	.84	3008	17¼	16¼	16⅝	-⅜
AlpMic		178	6	5⅞	5⅞	-⅛
Altos		538	16⅝	16⅛	16⅛	-⅜
Amcast	.44	255	14¼	13¾	13¾	-1
AWAirl		3000	11⅝	11	11½	
AmAdv	t	120	1⅞	1¾	1⅞	+⅛
ABnkr	.50	1304	16⅝	16⅛	16½	+⅜
AmCarr		152	16¼	16⅛	16¼	+⅜
AContl		229	13⅞	13½	13⅝	+⅛
AFdSL	.80	103	19¼	18½	18½	-½
AmFrst	t	36	6	5⅞	6	
AFletcs	.80	268	37½	37⅜	37½	
AGreet	.86	1921	35⅝	35¼	35¼	-⅜
AminLf	.40	389	13⅝	13⅜	13⅝	+⅛
AMagnt		83	6¼	5⅞	5⅞	
AMSs		263	34½	33	34	+1½
ANtlns	1.20	495	38½	37¾	38¼	+⅜
APhyG		528	4½	4¼	4¼	-¼
AmSec	1.02	17	35	34¾	34¾	+¼
AmSlts		445	10½	10	10⅛	+⅛
ASolar		855	1⅝	1⅛	1⅝	-3-16
ASurg		71	¾	11-16	11-16	
Amrtrs	1.60	505	43⅞	43½	43⅞	+⅛
Amrwst		9	22¼	21½	22¼	+¾
Amgen		955	15⅝	15¼	15½	+½
AmskBs		561	23⅝	23⅛	23½	
Ampad	.40	12	22¾	22	22	-½
Anlogic		2086	14⅛	13⅞	14⅛	
Anaren		104	11	10⅞	10⅞	-⅛
Andrew		445	22¼	21½	21⅝	-⅝
Apogee	.14	1605	14⅝	13⅞	14¼	+⅜
ApoloC		3527	16¼	15½	15½	-¾
AppleC		17181	26¼	24¾	26⅛	+1⅞
ApldBios		733	32⅝	32	32⅛	-⅛
ApldCm		674	17	16⅞	17	+½
ApldMt		906	29⅝	29¼	29½	+¼
ApldSlr		24	13¼	12½	13¼	+¾
Archive		311	8⅝	8⅝	8⅝	
ArgoSy		739	21½	21	21⅜	+⅜
ArizB	.80b	56	42	41¾	41¾	
Artel		73	4¾	4½	4¾	
AsdHst	.12	68	8½	8⅛	8⅝	+⅛
Astrosy		384	8½	8	8	-⅜
Atcor	.48	6129	26¼	25	25⅞	+⅛
AtlAms	.24	65	14½	14	14½	+¼
AtlnFd		191	14⅝	13⅞	14⅛	+⅛
AtFin	.05e	395	17⅞	17¼	17⅝	-⅛
AtRess		217	27½	27¼	27¼	-¼
AtSeAr		11471	12¼	11¾	12	+¼
AutTrT	t	194	5⅞	5¾	5⅞	+⅛
Autmtx		853	5⅜	5⅛	5¼	
Auxton		103	10⅞	10⅝	10⅝	
Avacre		213	14⅜	14¼	14½	+¼
AvntGr		126	5	4¾	5	
Avntek		1806	20⅝	20	20⅝	
Avatar		338	24⅛	23¼	24⅛	+⅞
AztcM	.20	18	2⅞	2¾	2¾	-⅛
B B						
BBDO	1.20	84	60¾	60	60⅝	-½
BRCom		189	9⅝	9¼	9¼	+⅛
Bancokl	.40	33	11⅝	11⅛	11⅛	-¼
BcpHw	1.36	34	43¼	42½	42½	-¾
Banctec		188	10⅛	9⅝	10	+¼
BangH	.80	194	13	12½	12⅞	+¼
BKNEs	2	604	66⅞	66¼	66½	-¼
BkMAm	1	173	8⅝	7⅞	8	-¼
Bankvt	1	192	28¾	28½	28½	
Bantas	.40	2611	23¼	22¾	23¼	+¼
BaronD		56	11¾	11¼	11¾	
Barriss		1680	20½	19⅞	19⅞	-⅛
BsTnA		46	12¾	12	12	-½
BasAm	1.04t	10	9¾	9½	9½	-¼
BsetF	.80a	475	48¾	46¾	48½	+1
BayBks	2.40a	171	79¾	79¼	79½	+¼
Bayly	.12	4	9	8¾	9	-⅛
BnchCl		6	13⅝	13⅝	13⅝	
Benhan		1396	9⅞	8⅝	9¼	+⅝
BetzLb	1.32	638	41¼	41	41	-¼
Big B		40	14⅛	13¾	13¾	-⅛
BigBear	t	823	17⅞	17¼	17¾	+¼
Bindlys		868	12	11⅝	11⅞	-⅛
BioRes		103	5⅝	5⅞	5½	-⅛
Biogen		1067	13⅞	13½	13¾	-⅛
Bioarc		35	2⅝	2⅜	2⅜	-⅛
BiotcR		64	7¼	6¾	7	
Birdinc		423	10½	10⅛	10¼	-¼
BoatBn	1.65	473	44	43¾	44	+½
BobEv	.30b	177	22	21¾	22	
BoltTc	.15	116	4⅛	3⅞	4⅛	+⅛
BostBc	1	103	36⅛	35	35	+⅛
BstnDig		2	4	4	4	
BstnFC	.60	324	39½	38¾	39	-⅝
BraeCp		37	11¾	11½	11¾	
Brenco	.12	597	6¼	5¾	6⅛	+⅛
BrwTom		823	⅞	¾	⅞	
Brunos	.16	568	16⅛	15⅞	16⅛	+⅛
BulldTs		175	32½	32¼	32¼	
Brnhm	.24	38	17¼	17	17	-⅜
BurrBs		114	19½	18¾	18½	+¾
BMAs	1.10	104	32	31½	31⅝	-⅛
Busnld		1848	8⅝	8⅝	8⅝	-⅛
C C						
C COR		54	6¼	6	6	-⅛
CP Rhb		157	4⅜	4¼	4¼	
CML		107	14¼	14	14⅛	-⅛
CPI	.10e	197	27	26¼	27	+½
CPT		911	6⅛	5⅞	6	+⅛
CSP		688	12½	12	12⅛	-⅛
CACI		170	2 13-16	2⅝	2 13-16	+1-
CbrySc	.93e	2085	27¼	26½	27⅛	+¾
CalMic		587	8⅝	8⅜	8½	+¼
CalSlvg		63	3½	3⅜	3⅜	
CallonP		89	1¼	1 1-16	1 1-16	-3-1
Calny	.16	268	14⅛	13¾	14	-¼
CanonG		1786	36⅜	34⅝	36	+1⅝
CapCrb		162	15-16	⅞	⅞	
CrdnlD	.08b	3	22¼	21¾	22¼	+¼
CareerGi		1362	7⅝	6¾	7	+3-1
Caremk		885	17	16¾	16⅞	
Cartert	t	231	22¼	21⅞	22	-¼
Caseyss		172	20⅝	20¼	20¼	-¼
Cencors		108	17¾	17½	17¾	
CntrBc	1.60	87	41⅜	41⅜	41½	
Centcor		624	29¼	29	29¼	
CenBcs	1.50	12	48	48	48	-¼
CBshSs	.88	16	24½	24¼	24¼	
CFdBks	.84	43	29¼	29	29⅛	-⅛
Cermtk		26	2¾	2⅝	2⅝	-⅛
Cetus		2023	28¾	27¾	28	-⅜
ChapEn		28	2⅝	2½	2⅝	
CharmS	.20	2418	35⅞	35⅝	35⅝	-⅛
ChkPnt		821	22¼	22½	22¾	
ChkTch		542	7½	6¾	6¾	-¼
ChLwn	.40	543	28½	27¾	28½	+¾
Chemex		798	7¼	6⅞	7⅛	-⅛
ChryE	.12	12	13	12¾	12¾	-⅛
ChiChi		5917	10¾	10¼	10⅝	+⅜
ChiPacs		973	30	29½	30	+½
Chronr		333	12½	12¼	12⅛	
ChrDws		268	15	14⅞	15	
Cintas	.15e	353	52	51¼	51¼	-¾
Cipher		310	17⅞	17⅛	17¼	+⅛
Ciprico	1	173	6⅞	5⅞	6⅛	
Circon		235	9¾	9¼	9¾	+½
CtzSGa	.88	4075	25⅞	25¼	25⅝	+⅝
CtzFids	.80	207	29⅛	28¾	29⅛	
CtzUt A	1	85	40¾	40¼	40¾	+¼
CtzUt B	2.16	28	41	40½	41	
CityFed	.40	2488	13½	13¼	13⅜	
CtyNCp	.88b	249	38	38¾	38¾	-¼
ClarkJ	.88	222	27	25¾	26½	+½
ClearCh		48	19¾	19	19¾	+¾
ClevtRt	2	75	18	17¾	17¾	-½
Clthtms		441	34⅝	32¾	34¼	+1
CoastF		31	18¼	17¾	17¾	
CobeLs		334	20¼	19½	19½	-¼
CocaBtl	.56a	2481	57	55¾	56½	-¾
Coeur		33	15¼	15	15	
Cogenic		863	3 7-16	3	3⅝	+¼
Cohernt		231	18¼	18	18¼	+¼
ColabR		949	7⅝	6⅞	7	+¼
Colagen		298	14½	14⅛	14⅜	+⅛
Collins		13	4¾	4⅝	4¾	+⅛
ColLfAc	1.12	16	42	41¾	42	+¼
ColrTle		634	22⅞	22⅝	22¾	-⅛
ColoNt	.74	128	19	18⅞	18⅞	-⅛
Comair		1274	9⅞	9⅝	9⅞	+⅛
Comcst	.12	499	26¾	26½	26½	-⅛
Comdis	.16	940	11¾	11¼	11⅞	-¼
Comdial		188	2⅝	2 7-16	2⅝	+⅛
Cmerc	2.20	57	43⅞	43¼	43¼	
CmceU	1.04	x553	51	50⅝	51	+⅜
CmlShg	.56	42	15	14¾	14¾	-¼
CmwTl	1.60	2	43¾	43¾	43¾	
ComAm		133	15-16	⅞	⅞	
ComSys	.10e	562	11⅞	11¼	11½	-⅜
CmpCds		692	28¼	27⅝	28	+½
CmpCrs	.32	883	18¼	18½	18¾	-¼
Compus		42	2⅞	2¾	2¾	
CCTC		815	9⅞	9⅝	9⅞	+¼
CmpAs		220	36	35¼	35¾	+¾
CmpDt	.08	23	8⅞	8½	8⅝	+⅛
CptEnt		34	7⅝	7½	7½	
CmptH		108	12⅝	12¼	12¼	-¼
Cmpldn		38	5⅞	5½	5⅞	+⅜
CmpLR	.12	33	7⅝	7⅝	7⅝	
CmptM		80	2½	2 7-16	2 7-16	
CmpPds		926	8⅛	7⅝	8⅛	+¼
CmTsks		106	26¼	25¾	26¼	+¼
Cmputn		30	3⅞	3⅝	3⅝	
Cptcft		31	1⅝	1 9-16	1⅝	+1-16
Comshr		37	10⅞	10⅝	10⅞	+⅛
Concptl		535	11	10¾	10¾	-¼
CnCap	2.40	339	16¾	16½	16⅝	-⅛
CCapR	1.68	165	10½	9¾	10	-½
CCapS	2.16	419	14¼	13⅞	14¼	+¼
ConFbr		4	6⅝	6⅝	6⅝	-⅛
CnsPap	1.48	139	49¾	49½	49½	-¼
ConsPd	.08	15	2⅞	2⅞	2⅞	+⅛
Consul		43	2⅜	2⅛	2¼	+⅛
CntlBc	2.04b	671	60	58⅝	58½	+1
CtlHlth		111	10⅝	10⅛	10⅝	+⅛
CtLasr		617	8⅛	7¼	8	+½
Convgt		4215	11½	11	11¼	+⅛
Convrse		128	16¼	15⅝	15⅝	-⅝
CoprBio		1018	1 7-16	1⅜	1 7-16	
CoprLsr		371	5	4 15-16	5	+1-16
CoorsB	.50	2142	27⅞	27⅝	27⅝	+¼
Copytel		867	15⅝	15⅛	15¾	+⅝
Corcom		259	8	7½	8	+½
Cordis		612	10¾	10½	10½	-⅛
CoreSts	1.24	835	41½	40⅝	41⅜	+⅞
Corvus		1667	2⅛	2	2⅛	+⅛
Cosmo		88	4	4	4	
CrkBrl	.14	160	17½	17	17¼	+¼
Cronus		609	29¼	28¼	29¼	+1
CrosTr	.80	840	26½	25¼	26⅝	
CwnBk		92	15¼	14¾	14¾	-½
Crumps	.25	3012	25	24½	24¾	-¼
CullnFr	.94	875	19⅛	18⅝	18¾	-¼
Culums	.50	4233	20¾	20	20⅝	
Cycare		50	26¼	26	26¼	-¼
D D						
DBA		760	14¼	14	14¼	+⅛
DDI		239	4¼	4	4	-⅛
DEP		547	17⅝	17	17½	-⅛
DSC		2716	8⅞	8⅝	8⅞	+⅛
DaisySy		4568	11½	10½	10¾	-¼
DmnBio		2343	7⅛	6¾	7⅛	+¼
DartGp	.13	43	138½	136	138½	+3
Datcrds	.24	85	23⅝	23⅛	23⅛	-¼
DtalO		449	10⅞	10¾	10⅞	+⅛
DtSwtch		171	5⅞	5½	5⅝	-¼
Datscp		43	31¾	31¼	31½	+⅜
Dtasth		16	3⅜	3½	3⅜	+⅛
Datum		411	5⅝	5⅞	5½	
Dawson		15	5⅛	4⅝	4⅝	-¼
DebShs	.20	425	28¾	28¼	28¾	+¼
DecisD		774	12	11¾	11¾	-¼
Dekalb	.72	584	21¾	21⅝	21¾	+¼
Deltaus		10	⅝	⅝	⅝	+⅛
DentMd		415	7½	7⅛	7½	+¼
DiagPr		265	21¼	20¼	21¼	+1
Diasonc		605	3 5-16	3¼	3 5-16	
Dicaon		21	24¼	24¼	24¼	
Dicmed		110	4⅛	3⅞	3⅞	-¼
DigiUCs		4856	25½	23¼	25	
Dionex		140	45	44½	45	
DirGnl	.20	2326	19¾	19½	19¾	+⅛
DomB	1.32	391	41	40⅝	40⅞	+¼
DrchH	.20a	39	16¼	15½	16	
DoylDB	.88	479	21½	21¼	21½	+½
Drantz	.20	42	13½	13¼	13½	
Drexlr		177	19	18½	19	+½
DreyGr		270	25½	24½	25	-¼
DunkDs	.28	278	29⅞	29	29½	+¼
Duriron	.56	98	13¾	13½	13½	-⅛
DurFlls	.15	184	15	14¾	14¾	-⅛
Dynscn		75	9	8⅞	9	+⅛
DynichC		679	34	33	33	-½
E E						
ECITel		65	7½	6½	7½	+½
EIP	.12	56	7½	7	7½	+¼
EagITl		259	2	1⅞	2	
EconLb	1.04	742	50¼	49⅞	50	
ElChic		523	6¾	6½	6¾	+¼
ElPas	1.52	2327	17⅝	16⅞	17⅝	+⅜
Elan		379	14	13⅝	13⅝	
Eldons	.16	80	18	17¾	17¾	-¼
ElecBio		1115	8¾	8⅛	8⅛	-⅛
ElCath		830	22¾	19½	21½	+1¾
EleNucl		997	15⅝	14⅝	15¼	+¾
ElcRnt		92	18¾	18⅝	18⅝	+⅛
ElctMis		41	3½	3⅜	3⅜	
ElronEl		70	7¾	7½	7½	-¼
Emulex		178	11⅛	11	11	
Endta		579	6¼	5½	6⅛	+½
Endvco		15	6½	6½	6½	
EndoLs		401	6⅝	6⅝	6⅝	-⅛
EngCnv		340	21	20¼	20¾	
EnFact		184	18¾	18¼	18⅝	+¼
Engphs	.20	7	15	14½	15	+¼
EnzoBi		1917	13⅞	13¼	13⅝	+⅞
Equat		851	8¾	8⅛	8½	+⅜
EqtOil	.20	460	5⅞	5½	5¾	-⅛
EricTl	.85e	589	38¼	37	38¼	+1¾
Erlylnd		117	9¼	8¾	9¼	+⅝
EvnSut		709	23	22¼	22½	-⅜
Exovir		320	20½	19¼	19¾	-1
F F						
FDP		220	7¾	7½	7½	-¼
FMI		502	11⅛	11	11	-⅛
FamRest		23	1 11-16	1⅝	1⅝	
FarmF		273	13¾	13½	13½	-⅛
FrmG	2	1036	89½	86½	89	+2¼
FedGps		3409	18¾	18½	18¾	+¼
Feroflu		2650	2 15-16	2⅝	2⅞	+1-16
Fibrons		193	14	13⅝	14	
Fdlcrs	1.32	532	40½	40⅛	40⅝	+⅛
FifthTs	1.80	34	74½	74	74½	+1
FiggieB	.68	233	53	51	52	+1
Filtrtk	.60	89	18¾	17½	18¾	+1¼
Finalco	.20	x208	4⅝	4½	4⅝	
Fingmx		415	9¼	8⅞	9⅛	-⅛
Finigan		20	19½	19½	19½	-¼
FAlaBk	1.28	325	39¼	38½	39	
FtAFln	.80	235	50	49	49½	-½
FtATns	.94	125	30⅝	30	30	-¼
FtColF		64	26¼	25	25	-1¼
FComrC	1.20	542	20½	18⅞	19½	-¾
FtCont	.89e	144	6⅞	6	6⅞	+⅜
FExec		8879	25⅝	24¼	25⅛	+1
FFCals		201	30	29½	29¾	+¼
FFFtMs	.40	194	26	25	25¾	+½
FtFnCp	.40	35	19½	18¼	19½	+¼
FtFnMs		85	24½	24	24¼	-¼
FtFlBk	.44	97	34⅞	34⅛	34⅞	
FJerN	1.80	196	46¾	46⅛	46¼	+⅛
FMdBs	.88	41	31½	31¼	31¼	-¼
FNCtns	1.48	28	41	40¾	41	+¼
FRBGa	1.08	143	50¼	49½	49½	-½
FtSFla	.80a	19	31½	31	31	-½
FSecC	1.10	354	25½	25	25½	+¾
FTenns	1.12	505	31¼	30⅞	31¼	+⅜
FstUnC	1.24	1327	53⅝	53⅛	53⅝	+⅛
Flakey		118	2¾	2⅝	2⅝	-⅛
Flexstl	.48	85	16	15½	16	
FlaFdl		156	18¼	18	18	-⅛
FlaNFl	.80	544	44½	44¼	44½	
FlowSs		430	12	11¾	11¾	-¼
Flurocb	.28	243	18⅛	17⅝	18⅛	+¼
Fonarh		1383	9	8½	8¾	-¼
FLionA	.11	241	26¼	25½	26	-¼
FLionB	.09	787	28¼	27½	27½	-¼
ForAm	.96	87	42½	42	42	-½
ForestO	1	279	10⅞	10	10¼	-½
FortnF		412	27¾	26¾	27	+¼
FortnS		9489	2⅝	2 1-16	2 5-16	+¼
Forum	.06b	2382	13	12⅝	12⅞	+⅛
Foster	.10	27	3⅞	3⅞	3⅞	-⅛
Fremnt	.48	1197	32	30⅝	31⅞	+1⅜
Fudrck		544	4¼	4⅛	4¼	+⅛
FulrHB	.32	248	20¾	20⅝	20⅝	-⅛
G G						
GTS		134	2 13-16	2 11-16	2 11-16	
Galileo		24	17	16¾	16¾	-¼
GamaB		231	6⅛	5⅞	6⅛	+⅛
Genetcs		1857	59⅝	58¼	58½	+¼
Genex		534	2⅝	2½	2½	-⅛
GaFBk		478	27⅞	26⅞	27	+⅛
GerMs		92	6⅞	6¾	6⅞	+⅛
GlbsGs	.25	1899	24¼	23⅝	24	+¼
GigaTr		43	13½	13	13¼	+⅛
Gotaas		735	23⅝	23	23⅛	-¼
GouldP	.76	662	18⅞	18½	18½	-¼
Graco	.52	518	27¼	26¾	27¼	+¼
Gradco		52	12¾	12¼	12¾	
Grantre		89	7¾	7½	7⅝	-⅛
Grphis		11	15	14½	15	
GrphSc		932	8½	8¼	8⅜	-⅛
GWSav	.48r	15	29½	29	29	
GtSoFd		29	10	9¾	9¾	
Gtech		216	23¾	23⅝	23⅝	+¼
Gulfrd	.10a	1475	16½	16	16⅝	+⅛
GtfBdc	.15c	42	¾	11-16	11-16	
H H						
HBO	.20	6139	13⅝	13	13	-⅛
HCC	.06	33	8½	8¼	8¼	-⅜
Habers		25	12½	12¼	12½	
Hadson		457	4⅛	4	4	
HamOil	.20	211	12½	12⅜	12½	
HarpGs	.28	324	30	29	30	+½
HrtfNt	1.72	1868	41½	40½	41¼	+½
Hathws	.20	16	7	6¾	7	
HawkB		61	4¾	4⅝	4¾	
Hithin		23	1 1-16	1 1-16	1 1-16	+3-16
Hlthdyn		431	4¼	4⅛	4 3-16	-1-16
HchgAs	.16	198	27¼	26¾	26¾	
HchgBs	.06	139	27¼	26½	27	
HelenT		132	4½	4¼	4⅜	-1-16
Helix		35	24¼	23½	23¾	-¼
HenrdF	1	488	48¼	45½	47½	+1½
HiberCp	1b	810	23½	22½	22¾	-¾
Hickam		78	15¼	14¾	14⅞	+⅛
Hogan		127	7	6⅞	7	
HmFAz		296	36⅞	36½	36½	
Honlnd	.64	411	33⅝	32¾	33⅝	+¾
Horzlnd		578	5⅞	5½	5½	-¼
HBNJ		502	41½	41	41⅝	+⅜
HuntJB	.24	200	36¼	35	36¼	+½
Hntgln		418	19⅝	18¾	19⅝	+⅝
HnlgBs	.84	189	28	27¾	27¾	-¼
Hybrtc		1789	36¼	35	36	+1
Hyponx		132	16	15¾	15¾	-¼
HytekM		5	6½	6½	6½	-½
I I						
ILC		9	9⅛	8¾	9⅛	+⅜
IMSs	.24	617	40½	39⅝	40⅛	+⅝
ISC		3311	13⅛	12¾	13	+¼
Icot		894	11⅝	11⅛	11½	+⅛
Imunex		140	13¼	13½	13½	-¼
Inacmp		101	6⅝	6	6¼	+¼
IndlNs		14	41¾	41½	41½	
InfoRsc		294	32	31¼	32	+1¼
Infrm		75	18	17½	18	
InstNtw		274	27	26½	27	+½
Intecm		894	4⅛	4	4 1-16	+1-16
IntgDv		511	22	21¾	22	
IntgGen		99	7¼	7⅛	7⅛	
ISSCO		33	14	13¼	14	+⅝
Intel		9625	28¼	27	27¼	-1
IntlSy		893	5¾	5½	5⅝	
IntrTel		43	1 7-16	1 7-16	1 7-16	
Intrnd		556	16	14¼	15¼	+¾
IntrFlr	.20	179	17	16¾	17	
Intgphs		20794	35	32	32¼	-2¾
Intrmgn		452	9⅝	9	9¼	
Intmec		1287	15½	15⅛	15⅝	+⅛
Intrmtr		28	7¾	7½	7½	-¼
IntClin		731	15⅝	15⅜	15½	-⅛
IGame		277	9¾	9⅝	9¾	
IntKing		209	25	24¾	25	+¼
IntLses		794	23¼	22⅞	23¼	+⅞
InMobil		719	10⅝	9⅞	10⅝	+¾
IRIS		289	1⅝	1½	1½	-1-16
Iomega		1035	15⅝	15⅜	15⅝	
Isomdx		211	13¾	13½	13¾	+¼
Itel		5034	13	11¾	12⅞	+1
J J						
JBRsts	.16	652	9⅞	9½	9¾	+¼
Jackpot		271	5⅞	5⅝	5¾	+⅛
JckLfes		201	39¾	38¼	39	+1¼
JamWtr		192	27¼	26¾	27	-¼
JefMart		49	6½	6¼	6⅜	
Jericos		1649	19	18⅝	18⅞	+⅛
Jonicbl		330	10	9¾	9⅞	+⅛
Josphsn		48	8½	8½	8½	-⅜
Junos		145	30¾	30⅜	30½	
Justin	.40	36	19¼	19	19¼	+⅜
K K						
KLA		2255	22¼	21¾	22	
KV Phr		111	11⅝	11	11⅛	+⅜
Kamans	.44	1093	24	23½	23½	-¼
Karchr		265	15½	15⅜	15⅜	
Kasler		207	10⅛	9⅞	10	
Kaydon		182	12½	12	12¼	+¼
Kemp	1.80	580	99	96¾	99¼	+2¼
KyCnLf	1.10	54	57	57	57	
Kevex		34	8	8	8	-¼
KeyTrn		624	13⅝	13¼	13⅝	+⅛
Kimbrk		21	1½	1½	1½	
Kinder	.06	788	19⅞	19½	19⅝	-⅛
Kroy	.08	190	9¼	9	9¼	
Kruger	.38	283	18	17½	17⅝	-¼
Kulcke		1061	15⅞	15¼	15¼	+⅛
L L						
LDBrnk		898	8⅞	8¾	8⅞	
LSI Log		2740	30¼	30	30	-½
LTX		1574	16¼	15¼	16¼	+1
LaPetes		202	19⅝	19	19	-⅛
LaZ By	1.40	586	68	64¼	66	+3
LadFrs	a	1094	27¾	27	27¾	+¾
Laidlw	.20	83	17¼	16¾	17¼	+½
LamaT	.80	375	12⅞	11¾	12½	+¼
Lancast	.72	749	23¾	22⅝	23¾	+1
Lanes		18	52¼	52	52½	-¼
Lawsns	.32	125	34½	34¼	34½	
LeeDta		606	7⅝	7½	7½	
Leiner		29	13½	12¾	13½	+⅜
LewisP	.28b	244	9⅝	9⅛	9½	+⅜
Lexicns		196	4½	4⅜	4⅜	-⅛
Lexidta		89	1 9-16	1½	1 7-16	+1-16
Liebrt	.09	527	24¾	24¼	24¼	-¼
Lilnvs	.24	5	48¾	48	48¾	+¾
LfeCom		171	10½	10¼	10⅜	
LilyTul	.30	1520	17¼	16¾	16¾	-½
LinBrd		5981	45⅝	46	46⅝	
LincTel	2.20	53	37¾	37¾	37¾	+½
Lindbrg	.16	30	5½	5⅛	5½	+⅛
LizCla	.35	2664	75⅛	72¼	75	+3⅝
LongF	1.40	65	30½	29¾	30½	+½
Lotus		7140	28	27	27¼	+⅛
Lynden		8	24¼	24⅝	24⅝	+½
Lyphos		2323	23⅝	22¼	23½	+1⅛
M M						
MBI		528	12	11¾	11¾	-¼
MCI		8909	13	12⅝	12¾	-¼
MIW		136	10⅞	10½	10⅞	+⅝
MPSIs		92	5¼	5	5⅛	-⅛
MTS	.24	13	28¾	28¼	28¾	+½
MTV		621	33¼	33⅛	33¼	+⅛
MackTr		994	13½	13⅛	13¼	+⅛
MadGE	2.28	88	30⅞	30⅝	30¾	
MajRt		57	9⅛	9	9⅛	
Mainsts	.01e	47	14¾	14½	14½	-¼
MgtSci		315	13½	13⅝	13⅝	
Manftw	.80	1213	19½	19¼	19¼	
MfrsNs	1.24	367	48¼	48	48	-⅛
Marcus	.30	32	21⅝	21⅛	21⅝	+½
Marqux		1749	5½	5¼	5½	
Marqst		48	9¾	9¼	9¾	
MrldNs	1	417	42⅞	41⅞	42¼	+¼
Mscols		447	28¼	28½	28½	-¾
Masstor		1761	2	1 13-16	1⅞	
MatrxS	.10	327	35¼	34¾	34¾	-⅝
Maxcrs		2908	20⅞	20½	20¾	
Maxwel		209	14¼	13¾	14¼	
MayPt		579	2¼	2⅛	2 3-16	-1-16
MaynOl		10	4¼	4	4	
McCrm	.88	355	40⅛	39¾	40	+¼
McFarl		86	10⅝	10	10	-⅜
Medex	.05	74	8¾	8½		
MedCre		207	6⅛	6	6 1-16	+1-16
Mentor		1071	14	13⅝	14	+¾
MentrG		1935	15⅝	14½	14⅝	-⅞
MercBc	2.10	104	52⅛	51¾	51⅞	
MercBs	.96	332	37½	37	37⅜	+⅞
MerBos		1134	16¾	16¼	16¼	+¼
MrdBcs	1.80	90	47⅝	47¼	47¼	-⅜
MeriBn	.84	34	29	29	29	-⅜
MeryG		560	16½	16¼	16½	
Micom		2181	18½	18	18½	+½
MicrD		288	3⅛	2⅞	3 1-16	+3-16
MicrMk		25	6⅝	6⅝	6½	-⅛
Micrdy	.06	265	5⅝	5¼	5⅝	+⅛
MicrTc		3071	13¼	12⅞	12½	-⅝
Microp		920	14⅛	13⅝	13⅝	-⅜
MicSms		250	7⅞	7¾	7¾	
MdPcA		45	3½	3¼	3½	
MdStFd	.40	67	22¼	22	22	-½
MidlBk	1.24	1158	45⅞	44⅞	45¼	+⅞
MdwAir		719	10	9⅞	9⅞	
MillHrs	.44	1267	24	23⅝	24	+¼
Millicm		142	7⅛	6⅞	7⅛	+⅜
Millipr	.48	1806	61½	59⅞	60¼	+½
Miniscr		2213	6 1-16	5 15-16	6	
Minstar		380	22¼	22	22¼	+¼
MGask		34	8¼	8	8¼	+¼
MoblCB		185	15½	15	15⅛	-¼
Modines	.68	41	25½	25¼	25¼	-¼
Molecir		503	12¼	11	12¼	+1½
Molex	.03	1235	46¼	45¾	46¼	+¼
MonfCl	.45e	80	34¼	33¼	33¾	+¼
MonAnt		831	16¼	15⅞	16	-¼
Monolt		3534	19⅞	19⅝	19¾	+¼
MonuC	1.40	203	36⅛	35½	36⅛	+⅜
MorFlo	.01	3	16½	16¼	16½	
Morrsn	.48	846	23¼	22½	23⅛	+⅝
Moseley		1022	7¾	7½	7½	
MotClb	.30	285	18¼	17¼	18	+½
Mylans	.10	6541	19	18⅛	18¾	+⅞
N N						
NCA Cp		7	4⅝	4½	4⅝	-⅜
NMS		271	5⅝	5⅛	5⅛	-⅛
Napcos		164	10⅞	10⅛	10⅞	+⅜
NBnTex	.78	341	21¼	20	21	+1⅛
NtlCtys	1.50	1242	41¾	40⅞	41¾	+⅞
NtCptrs	.20	456	28⅝	28⅛	28⅛	-⅛
NData	.44	352	19⅛	18⅝	18⅝	-⅜
NHltCs	.18e	184	17½	17	17½	+¼
NtLumb		37	5¾	5½	5¾	
NMicrn		330	3⅜	3¼	3¼	
Naugle		177	3¾	3½	3¾	+¼
Nelson		215	6¼	5¾	6	
NwkSec		421	6⅝	6⅝	6½	
NtwkSs		2078	12	11⅝	12	+⅛
Neutrgs		22	34½	33	34½	
NBrunS		421	10¾	10	10¼	+¼
NE Bus	.84	248	40⅝	40	40⅝	+1⅜
NHmpB	.80	187	43⅝	43	43⅛	-⅛
NJNtl	1.12b	58	42⅝	42¼	42½	-⅛
NwldBk	.15e	476	23½	23	23½	+⅜
Newpt	.06	905	17¼	16¾	16¾	-½
NwpPh		1045	8⅝	7¾	8¼	+½
NiCalg		254	1 15-16	1 13-16	1 15-16	
Nike B	.40	2658	17⅛	17	17⅛	+⅛
Nordsn	.68	36	22	22	22	
Nordstr	.52	675	59¼	58⅝	59¼	+¼
NrskBs	.22t	71	63½	63	63¼	+¼
Norstan		25	6¾	6½	6¾	
NAtlin		24	7⅝	7¼	7¼	-⅛
NestSv		2946	22½	22	22½	+½
NwNG	1.52	227	21¼	20⅞	20⅞	-⅛
NwNLf	.80	1001	28⅝	27½	28¼	+⅝
NwstPS	2.30	58	29	28¾	29	
Noxells	.58	696	42¼	40	41¾	+1½
Numrax		617	12	11⅞	11⅞	
Numrcs	.56	198	23⅛	22⅝	22⅝	-⅛
NuMedo		186	6⅝	6½	6½	-⅛

Continued on Page 31

CURRENCIES, MONEY and CAPITAL MARKETS

FOREIGN EXCHANGES

No peace yet for the dollar

BY JONAS CROSLAND

The absence of any resistance, official or otherwise, to the dollar's free fall in the Far East *on Friday may be* viewed as being rather ominous. It was certainly a dent in the case being carefully built up that the dollar had fallen enough. While not *falling beyond levels seen* recently against the D-mark, the US unit dropped nearly four yen in very short time to be pulled up only just short of a record *trading low but still finishing* at a record closing level.

Once again it is important to try and establish how much of the dollar's short-term gyration is relevant to its likely performance in the long term. *Ignoring, if possible,* the current upsets caused by oil prices, fundamentals relevant to the US economy still paint a rather depressing picture.

G5 intentions whether to depress or support the dollar, have not reduced the US budget deficit, the trade imbalance or stimulated a luke warm growth *rate. However, the effects of a* weaker dollar must take some time to percolate through and it is this impatience for immediate results that contributes something towards the call for even lower rates.

£ IN NEW YORK

Close	Mar. 14	Prev. close
£ Spot	$1.4686-1.4690	$1.4640-1.4650
1 month	0.57-0.56pm	0.59-0.57pm
3 months	1.51-1.49pm	1.53-1.51pm
12 months	4.48-4.36pm	4.58-4.46pm

Forward premiums and discounts apply to the US dollar.

This does not appear to ease the short term pressure however and thoughts of protectionism are just as likely to provoke the US administration into *fostering* a further decline in the dollar's value. If it is argued that high interest rates have propped up the value of the dollar than a *return to a sound economic base* which must include a reduction in deficits, would serve the same purpose while allowing interest rates at a much lower level.

Lower interest rates may also be required sooner rather than later to reduce the growing *unease experienced* in the US banking sector to its exposure to debts incurred by countries such as Mexico and Venezuela. This in turn comes back to the price of oil and the two sided *effect of the recent slide* in prices.

While the dollar and sterling grapple with the uncertainties caused by oil prices, currencies within the European Monetary System have been quietly awaiting the *passing of yesterday's* national elections in France.

Earlier this year it was felt preferable to keep currencies within their existing trading *bands rather than instigate* a realignment so near to the French election. More recently the cut in US and West German interest rates have given rise to *speculation that an immediate* adjustment is not necessary.

This may be optimistic. Although not a member of the exchange rate mechanism, sterling *plays a significant part in* calculating Ecu values, having a weighting in the currency basket of over 15 per cent. From its set central rate it has fallen by 15 per cent and creates a considerable distortion before adjustment. In addition a devaluation of some of the weaker participating members would enable a reduction in interest rates without directly damaging the exchange rate.

CURRENCY MOVEMENTS

Mar. 14	Bank of England Index	Morgan Guaranty Change %
Sterling	74.3	−17.5
U.S. dollar	117.3	+8.4
Canadian dollar	78.8	−12.0
Austrian schilling	135.9	+7.3
Belgian franc	94.3	−8.2
Danish Kroner	85.5	−1.6
Deutsche mark	134.2	+13.9
Swiss franc	155.1	+14.2
Guilder	127.7	+8.6
French franc	71.4	−10.4
Lire	46.3	−17.9
Yen	194.6	+43.4

Morgan Guaranty changes: average 1980-1982=100. *Bank of England Index* (base average 1975=100).

OTHER CURRENCIES

Mar. 14	£	$
Arg'tina	1.1788-1.1796	0.8000-0.8010
Aus'alia	2.0840-2.0907	1.4905-1.4280
Brazil	20.18-20.45t	13.77-13.85
Finland	7.4765-7.4985	5.1050-5.1070
Greece	204.92-209.05	139.88-142.71
H'kong	11.4660-11.4780	7.8115-7.8135
Iran	116.85*	68.60*
Kuwait	0.4185-0.4195	0.2856-0.2868
Lux'burg	46.75-46.85	46.95-46.55
Malay'sia	3.6960-3.7010	2.5185-2.5205
N'Z'land	2.7685-2.7785	1.8885-1.8940
Saudi Ar.	5.5540-5.5670	3.6580-3.6620
Sin'pore	3.1665-3.1720	2.1585-2.1605
S.Af. (Com)	2.9185-2.9300	1.9920-2.0000
S.Af. (Fin)	4.1270-4.2465	2.8175-2.8885
U.A.E.	5.3760-5.3860	3.6750-3.6800

* Selling rate.

CURRENCY RATES

March. 14	Bank rate %	Special Drawing Rights	European Currency Unit
Sterling	—	0.786948	0.662793
US $	7	1.15220	0.955689
Canadian $	11.74	*	1.33290
Austria Sch	4	N/A	16.1381
Belgian Fr	9½	53.3037	44.8365
Danish Kr	7	9.63087	7.99478
D'mark	3½	2.60374	2.15996
Guilder	4½	2.93696	2.43756
French Fr	9½	N/A	6.64491
Lira	15½	1772.08	1470.09
Yen	4	206.820	166.584
Norway Kr	8	8.21519	6.80461
Span'h Pta	—	164.016	136.157
Swedish Kr	8½	N/A	6.89913
Swiss Fr	4	2.18826	1.81696
Greek Drch	20½	162.563	134.856
Irish Punt	—	N/A	0.714534

* CS/SDR rate for March 13: 1.59723

POUND SPOT—FORWARD AGAINST POUND

March 14	Day's spread	Close	One month	% p.a.	Three months	% p.a.
US	1.4600-1.4695	1.4635-1.4645†	0.57-0.55c pm	4.59	1.53-1.49 pm	4.13
Canada	2.0391-2.0479	2.0391-2.0427	0.01pm-0.05dis	−0.25	0.39-0.25 pm	0.83
Nethlnd.	3.72½-3.75½	3.73½-3.74½	2½-2c pm	6.82	5½-5½ pm	6.09
Belgium	67.96-68.08	67.75-67.85	4c pm-8 dis	−0.35	17.4 pm	0.62
Denmark	12.22½-12.28½	12.23½-12.24½	3½-3½ore pm	3.43	10½-9½ pm	3.25
Ireland	1.0940-1.1000	1.0985-1.0995	0.30-0.45p dis	−4.09	0.75-1.05dis	−3.28
W. Ger.	3.30-3.31½	3.30½-3.31½	2½-2pf pm	7.70	8½-8½ pm	7.25
Portugal	216½-218½	217-218	165-465c dis	−17.38	425-1230ds	−15.22
Spain	208.40-208.85	209.41-209.85	10-50c dis	−1.72	55-175 dis	−2.19
Italy	2248-2266½	2250½-2251½	11-15lire dis	−6.93	29-34 dis	−6.50
Norway	10.41-10.48	10.41-10.42	½-1½ore dis	−0.36	3½-4½ dis	−1.54
France	10.15½-10.22½	10.18½-10.19½	2½-4½c dis	−3.90	5½-7½ dis	−2.58
Sweden	10.55½-10.60½	10.57½-10.58½	1.½ore pm	0.85	2½-1½ pm	0.71
Japan	257½-260½	258½-259½	1.38-1.29y pm	6.19	4.01-3.86 pm	6.08
Austria	23.17-23.25	23.17-23.22	7½-12½gro pm	6.79	34½-30½ pm	5.63
Switz.	2.77½-2.79½	2.78-2.79	2-1½c pm	8.08	5½-5½ pm	7.81

Belgian rate is for convertible francs. Financial franc 68.60-68.70.
Six-month forward dollar 2.65-2.60c pm.. 12-month 4.50-4.40c pm.
† Correction (March 13): £-$ close was 1.4590-1.4600.

DOLLAR SPOT—FORWARD AGAINST DOLLAR

March 14	Day's spread	Close	One month	% p.a.	Three months	% p.a.
UK†	1.4600-1.4695	1.4635-1.4645	0.57-0.55c pm	4.59	1.53-1.49 pm	4.13
Ireland†	1.2228-1.2402	1.2370-1.2390	0.90-0.75c pm	7.40	2.20-1.90 pm	6.13
Canada	1.3860-1.3958	1.3890-1.3900	0.54-0.58c dis	−4.82	1.20-1.25dis	−3.51
Nethlnd.	2.5410-2.5595	2.5520-2.5530	0.42-0.39c pm	1.91	1.25-1.21 pm	1.93
Belgium	46.73-46.40	46.25-46.35	18-22c dis	−5.19	35-40 dis	−3.24
Denmark	8.32½-8.38½	8.36-8.36½	½ore pm-½ dis	−0.18	¼ pm-¼ dis	—
W. Ger.	2.2490-2.2580	2.2515-2.2525	0.98-0.93pf pm	2.95	1.78-1.73 pm	3.11
Portugal	148-149	149½-149	200-400c dis	−24.20	550-1050ds	−21.51
Spain	141.95-142.70	142.70-142.30	80-100c dis	−6.74	180-220 dis	−5.76
Italy	1532½-1543½	1537-1538	15-18lire dis	−12.10	37½-39 dis	−9.95
Norway	7.10-7.15½	7.11½-7.11½	3½-3½ore dis	−5.57	10-10½ dis	−5.74
France	6.93-6.97½	6.95½-6.96½	4-4½c dis	−7.34	10-11 dis	−6.04
Sweden	7.20-7.24	7.22½-7.23	2½-2½ore dis	−3.95	6-6½ dis	−3.46
Japan	176.85-177.65	176.90-177.00	0.26-0.23y pm	1.57	0.88-0.84 pm	1.95
Austria	15.80-15.88½	15.83-15.85	3-2gro pm	1.89	7-5 pm	1.51
Switz.	1.8910-1.9065	1.9015-1.9025	0.99-0.94c pm	3.57	1.79-1.74 pm	3.72

† UK and Ireland are quoted in US currency. Forward premiums and discounts apply to the US dollar and not to the individual currency. *Belgian rate is for convertible francs. Financial franc 46.85-46.95.*

FORWARD RATES AGAINST STERLING

	Spot	1-month	3-month	6-month	12-month
Dollar	1.4640	1.4584	1.4489	1.4378	1.4195
D-Mark	3.3125	3.2918	3.2374	3.2263	3.2680
French Franc	10.1875	10.2143	10.2363	10.3327	10.1203
Swiss Franc	2.7850	2.7664	2.7310	2.6886	2.6046
Japanese Yen	259.00	257.67	255.07	251.78	245.89

EMS EUROPEAN CURRENCY UNIT RATES

	Ecu central rates	Currency amounts against Ecu March 14	% change from central rate	% change adjusted for divergence	Divergence limit %
Belgian Franc	44.8320	44.2365	−1.33	+1.15	±1.5425
Danish Krone	8.12857	7.98478	−1.77	+0.71	±1.6421
German D-mark	2.23840	2.19395	−3.51	−1.03	±1.1455
French Franc	6.88402	6.64491	−3.19	−0.71	±1.3654
Dutch Guilder	2.52208	2.43768	−3.35	−0.87	±1.5162
Irish Punt	0.724578	0.714534	−1.39	+1.09	±1.6673
Italian Lira	1520.60	1470.09	−3.32	−1.88	±4.0856

Changes are for Ecu, therefore positive change denotes a *weak currency. Adjustment calculated by Financial Times.*

EURO-CURRENCY INTEREST RATES

Mar. 14	Short term	7 Days notice	1 Month	Three Months	Six Months	One Year
Sterling	13¼-13½	12¾-13	11 9/16-12 1/16	11⅝-11¾	11 3/16-11 5/16	10 15/16-11
U.S. Dollar	7⅛-7 1/16	7 1/16-7 3/16	7 1/16-7 3/16	7⅛-7 1/16	7 1/16-7 3/16	7⅛-7 1/16
Can Dollar	12¼-12¾	12 1/16-12 5/16	11¾-12	10 13/16-10 15/16	9¾-10	9 13/16-9 15/16
D Guilder	5 1/16-5⅛	5 1/16-5⅛	5 1/16-5⅛	5 1/16-5 3/16	5 1/16-5 3/16	5 1/16-5 3/16
Sw. Franc	2 1/16-2¼	2¼-2 1/16	3 13/16-4 1/16	3¾-3 15/16	3 13/16-3 15/16	3 13/16-3 15/16
Deutschmrk	4 3/16-4 1/16	4 3/16-4 1/16	4 1/16-4⅛	4⅛-4 1/16	4 1/16-4 1/16	4 1/16-4 1/16
Fr. Franc	8¼-8 1/16	12 1/16-13 1/16	14-14 1/16	13-13 1/16	11 1/16-12	10-10 1/16
Italian Lire	15-17	16 1/16-20	18 9/16-19 1/16	16 7/16-17 9/16	16-16 1/16	14 9/16-15¼
B.Fr.(Fin)	10-10¼	9 13/16-10	9 9/16-9 7/16	9 9/16-9 7/16	9 7/16-9 13/16	9 1/16-9¼
B.Fr.(Con)	9 1/16-9¼	12-14	11 1/16-13	10 9/16-11 1/16	9 1/16-10	9 1/16-9
Yen	5 3/16-5 1/16	5 7/16-5 5/16	6 7/16-6 5/16	5 7/16-5 5/16	5 7/16-5 3/16	5¼-5 1/16
D. Krone	8 1/16-9	8 7/16-9 1/16	8 1/16-9	8-8 1/16	7¾-8¼	7¾-8¼
Asian $ (Sing)	7 1/16-7 5/16	7 1/16-7 3/16	7 7/16-7 9/16	7 1/16-7 3/16	7 1/16-7 3/16	7 7/16-7 9/16

Long-term Eurodollars: two years 7 13/16-7⅞ per cent; three years 7¾-8 per cent; four years 8-8 1/16 per cent; five years 8 1/16-8 3/16 per cent nominal. Short-term rates are call for US Dollars and Japanese Yen; others, two days' notice.

MONEY MARKETS

Looking for lower rates

The pasisng of tomorrow's UK budget will provide some welcome relief for the money market. It may even sreve to *temper the runaway euphoria* normally experienced when there is a whiff of lower base rates in the air. There is already a very plausible case for seeing another round of interest rate cuts by the group of five nations. France may push for *a cut after this weekend's elections,* facilitated by an adjustment within the EMS. West German inflation is set to remain at record lows while Japan may not like to see the yen appreciate much more against the dollar. The US is *sitting on a potential time bomb* following the release of information showing how many banks were on the so called problem list.

That leaves the UK, already lagging behind the last drop in rates. Sterling's position as a *petro currency makes a difference* but the choice at the moment is between keeping a cautious stance, relatively high interest rates and a cushion against the speculative element responsible for sterling's gyrations *(the effectiveness of the* latter point is arguable), or a general downward move in the interest rate structure given that the benefits are real whereas the disadvantages are only potentially real.

UK clearing banks base lending rate 12½ per cent since January 9

The authorities have shown *earlier this year how effectively* they can resist upward pressure on rates and the market's recent concentration on oil prices may ultimately prove to be short lived. However the attraction of any clear path that may be seen to minimise excessive pressure *building up on sterling is unlikely* to be ignored. It is the short term movement in the pound which creates the most damaging situation. The authorities *may just be happy to stand* ready with the fire horse, watching small fires burning but ready to douse the flames on the threat of any conflagration.

Last year's fall by sterling of 1.6 per cent in the first two months on its exchange rate index was *damaging because it* upset confidence whereas a 6 per cent decline over the same period this year appears to have been overcome.

NEW YORK

(4 pm)

Prime rate	9.0
Broker loan rate	8½-8½
Fed funds	7 15/16
Fed fundis at intervention	

Treasury Bills & Bonds

One month	6.28
Two month	6.31
Three month	6.78
Six month	6.86
One year	7.00
Two year	7.17
Three year	7.25
Four year	7.31
Five year	7.41
Seven year	7.61
10 year	7.71
30 year	7.85

BANK OF ENGLAND TREASURY BILL TENDER

	Mar. 14	Mar. 7		Mar. 14	Mar. 7
Bills on offer	£100m	£100m	Top Accepted rate of discount	11.1706%	11.5616%
Total of applications	£461.9m	£666m	Average rate of discount	11.1599%	11.5338%
Total allocated	£100m	£100m	Average yield	11.48%	11.87%
Minimum accepted bid	£97.215	£97.12	Amount on offer at next tender	£100m	£100m
Allotment at minimum level	75%	25%			

FT LONDON INTERBANK FIXING

(11.00 a.m. March. 14)

Three months U.S. dollars		Six months U.S. dollars	
bid 7 5/8	offer 7 1/2	bid 7 5/8	offer 7 1/2

The fixing rates are the arithmetic means, rounded to the nearest one-*sixteenth, of the bid and offered rates* for $10m quoted by the market to five *reference banks* at 11 am each working day. The banks are National Westminster Bank, Bank of Tokyo, Deutsche Bank, *Banque Nationale de Paris,* and Morgan Guaranty Trust.

LONDON MONEY RATES

Mar. 14	Over night	7 days notice	Month	Three Months	Six Months	One Year
Interbank	10-14	13¼-13½	12¼-12 1/16	11⅝-11 9/16	11 1/16-11 3/16	10 15/16-11 1/16
Sterling CDs	—	—	11 13/16-12 1/16	11 9/16-11 13/16	11-11 1/16	10¾-10¾
Local Authority Depos	13¼	12¾-12⅞	12	11 5/16	11 1/16	10¾
Local Authority Bonds	—	—	12½	12	11 1/16	10 7/16
Discount Mkt Depos.	10-12¾	12¾	12	11½	—	—
Company Depos.	12-13¼	13¼-13¾	12½	11 1/16	—	—
Finance House Depos	—	—	12 1/16	11¼	11¼	10 15/16
Treasury Bills (Buy)	—	—	12 1/16	11 5/16	—	—
Bank Bills (Buy)	—	—	12	11 3/16	10¾	—
Fine Trade Bills (Buy)	—	—	12 3/16	12	11 5/16	—
Dollar CDs	—	—	7.30-7.25	7.25-7.30	7.35-7.30	7.35-7.40
SDR Linked Depos.	—	—	9-8¼	7¾-8	7 1/16-7 1/16	7 1/16-7 1/16
ECU Depos.	—	—	9 7/16-10	9¼-9 3/16	8 1/16-8 3/16	8¼-8¼

Treasury Bills (sell): one-month 12 per cent; three-months 11¾ per cent. Bank Bills (sell): one-month 11 13/16 per cent; three-months 11⅝ per cent. Treasury Bills: Average tender rate at discount 11.1586 per cent. ECGD Fixed Finance Scheme IV reference date February 5 to March 4 (inclusive): 12.654 per cent. Local authority and Finance Houses seven days' notice, others seven days' fixed. Finance Houses Base Rates *13 per cent from March 1 1986.* Bank Deposit Rate for sums at seven days' notice 6-6¼ per cent. Certificates of Tax Deposits (Series 6): Deposits £100,000 and over held under one month 12¼ per cent; one-three months 11¾ per cent; three-six months 11¾ per cent; six-nine months 11 per cent; nine-12 months 11 per cent. Under £100,000 11 per cent from March 12. Deposits held under Series 5 11 per cent. Deposits withdrawn for cash 7 per cent.

WEEKLY CHANGE IN WORLD INTEREST RATES

	March 14	change		March 14	change
LONDON			**NEW YORK**		
Base rates	12½	Unch'd	Prime rates	9	Unch'd
7 day interbank	12½	+1/16	*Federal funds*	7 7/16	−1/16
3mth interbank	11 15/16	−1/16	3 Mth. Treasury Bills	6.75	−0.02
Treasury Bill Tender	11.1596	−0.3749	6 Mth. Treasury Bills	6.90	−0.05
Band 1 Bills	12⅛	Unch'd	3 Mth. C D	7.18	−0.20
Band 2 Bills	12 1/16	Unch'd			
Band 3 Bills	12¼	Unch'd	**FRANKFURT**		
Band 4 Bills	12 1/16	Unch'd	Lombard	5.5	Unch'd
3 Mth. Treasury Bills	11 1/16	−1/16	One Mth. Interbank	4.575	+0.175
1 Mth. Bank Bills	12	−1/16	Three month	4.475	+0.15
3 Mth. Bank Bills	11 3/16	−¼			
			PARIS		
TOKYO			Intervention Rate	8¼	−1/16
One month Bills	5.59375	−0.5	One Mth. Interbank	8 3/16	−7/16
Three month Bills	5.40625	−0.5	*Three month*	8 1/16	−1/16
BRUSSELS			**MILAN**		
One month	9¾	−1/16	One month	17 3/16	Unch'd
Three month	9¾	Unch'd	*Three month*	16 1/16	Unch'd
AMSTERDAM			**DUBLIN**		
One month	5 7/16	+1/16	One month	14¾	—
Three month	5⅛	Unch'd	Three month	14⅛	—

London—band 1 bills mature in up to 14 days, band 2 bills 15 to 33 days, band 2 bills 34 to 63 days and band 4 bills 64 to 91 days. Rates quoted represent Bank of England buying or selling rates with the money market. In other centres rates are generally deposit rates in the domestic money market and their respective changes during the week.
are call for US dollars and Japanese yen; others two days' notice.

MONEY RATES

March 14	Ov'r-nig't	One Month	Two Months	Three Months	Six Months	Lombard Im'v'tin
Frankfurt	4.75-5.00	4.50-4.65	4.45-4.60	4.40-4.55	4.35-4.50	5.5
Paris	8⅛	8¼-8⅜	8¼-8⅜	8⅛-8¼	8¼-8⅜	9¼
Zurich	7⅛-1⅛	3 7/16-4	—	3 11/16-3 13/16	—	—
Amsterdam	5¾-5 7/16	5 1/16-5 3/16	—	5 1/16-5 3/16	—	—
Tokyo	5.34375	5.59375	—	5.40625	—	—
Milan	17⅛-18	17⅛-17⅞	—	16⅛-16 7/16	—	—
Brussels	8.30	9 1/16-9 3/16	—	9 1/16-9 3/16	—	—
Dublin	—	14⅝-14 7/16	14⅛-14⅜	14-14¼	11½-12	—

LIFFE LONG GILT FUTURES OPTIONS

Strike price	Calls Mar	Calls June	Calls Sept	Calls Dec	Calls Mar	Puts June	Puts Sept	Puts Dec	Puts Mar
116	5.21	6.45	—	—	—	1.21	2.23	—	—
118	4.02	5.31	—	—	—	2.02	3.09	—	—
120	2.61	4.27	—	—	—	2.61	4.06	—	—
122	2.06	3.33	—	—	—	4.05	5.11	—	—
124	1.28	2.47	—	—	—	5.26	6.25	—	—

Estimated volume total: Calls 1,780, Puts 63
Previous day's open int: Calls 1,115, Puts 66

LIFFE US TREASURY BOND FUTURES OPTIONS

Strike price	Calls Mar	Calls June	Calls Sept	Calls Dec	Calls Mar	Puts June	Puts Sept	Puts Dec	Puts Mar
92	5.58	6.41	—	—	—	0.40	2.01	—	—
94	4.25	5.26	—	—	—	1.07	2.50	—	—
96	3.08	4.20	—	—	—	1.54	3.44	—	—
98	2.08	3.24	—	—	—	2.54	4.48	—	—
100	1.23	2.39	—	—	—	4.05	5.63	—	—

Estimated volume total: Calls 55, Puts 0
Previous day's open int: Calls 92, Puts 31

LIFFE £/$ OPTIONS

£25,000 (cents per £1)

Strike price	Calls Mar	Calls April	Calls May	Calls June	Puts Mar	Puts April	Puts May	Puts June
1.20	26.55	—	—	26.54	0.00	—	—	0.02
1.25	21.55	21.54	—	21.54	0.00	0.00	—	0.10
1.30	16.55	16.54	16.54	16.54	0.00	0.02	0.22	0.34
1.35	11.55	11.54	11.54	11.54	0.00	0.14	0.72	0.97
1.40	6.55	6.80	7.36	7.31	0.00	0.71	1.83	2.24
1.45	1.55	3.37	4.34	4.42	0.00	2.28	3.81	4.35
1.50	0.00	1.30	2.28	2.42	3.46	5.21	6.75	7.35

Estimated volume total: Calls 482, Puts 102
Previous day's open interest: Calls 9,240, Puts 7,344

LONDON SE £/$ OPTIONS

£12,500 (cents per £1)

Strike price	Calls Mar	Calls April	Calls May	Calls June	Puts Mar	Puts April	Puts May	Puts June
1.20	—	—	—	—	—	—	—	—
1.25	21.80	—	—	—	—	—	—	—
1.30	—	—	—	—	—	—	—	—
1.35	—	—	—	—	—	—	—	1.00
1.40	6.50	6.75	—	—	0.05	0.55	—	2.30
1.45	1.80	3.20	—	4.50	0.20	—	—	4.30
1.50	0.05	1.00	—	2.70	3.60	—	—	—

Previous day's open int: Calls 2,501, Puts 2,386
Previous day's volume: Calls 62,997, Puts 66,533

LONDON SE £/$ OPTIONS

£12,500 (cents per £1)

Strike price	Calls Mar	Calls April	Calls May	Calls June	Puts Mar	Puts April	Puts May	Puts June
1.20	26.80	6.41	—	—	0.40	2.01	—	—
1.25	21.80	5.26	—	—	1.07	2.50	—	—
1.30	16.80	4.20	—	—	1.54	3.44	—	—
1.35	11.80	3.24	—	—	2.54	4.48	—	—
1.40	6.80	2.39	—	—	4.05	5.63	—	—
1.45	2.00	1.60	—	—	—	—	—	—
1.50	0.05	1.00	—	—	—	—	—	—

Previous day's open int: Calls 5,198, Puts 8,630
Volume: N/A

LONDON

20-YEAR 12% NOTIONAL GILT £50,000 32nds of 100%

	Close	High	Low	Prev
March	119-02	119-03	119-03	119-28
June	120-00	120-13	119-29	119-24
Sept	120-11	120-1	120-12	120-05

Estimated Volume 7,273 (8,048)
Previous day's open int. 6,706 (6,921)
Basis quote (clean cash price of 13% Treasury 2004/08 less equivalent price of near futures contract) −4 to 4 (32nds)

10% NOTIONAL SHORT GILT £100,000 64ths of 100%

	Close	High	Low	Prev
March	99-11	99-11	99-10	99.00
June	99-29	99-30	99-24	99-18

Estimated Volume 199 (742)
Previous day's open int. 333 (1,005)

THREE-MONTH EURODOLLAR $1m points of 100%

	Close	High	Low	Prev
March	92.56	92.57	90.56	92.53
June	92.78	92.80	92.74	92.71
Sept.	92.74	92.74	92.65	92.66
Dec.	92.61	92.61	92.57	92.52
March	92.42	92.36	92.38	92.33
June	92.24	—	—	92.15
Sept.	92.07	—	—	91.98
Dec.	91.90	—	—	91.81

Estimated Volume 2,883 (3,460)
Previous day's open int. 19,540 (19,676)

THREE-MONTH STERLING £500,000 points of 100%

	Close	High	Low	Prev
March	92.35	92.35	92.31	92.35
June	89.37	89.39	89.34	89.35
Sept	89.79	89.80	89.76	89.75
Dec	90.02	90.05	90.00	90.00
March	90.10	90.10	90.08	90.08

Estimated Volume 1,626 (2,348)
Previous day's open int. 11,914 (12,005)

FT-SE 100 INDEX £25 per full index point

	Close	High	Low	Prev
March	162.70	163.00	161.20	161.20
June	164.70	164.80	163.30	163.10
Sept.	166.70	166.70	166.70	165.10

Estimated Volue 208 (205)
Previous day's open int. 1,638 (1,667)

U.S. TREASURY BONDS 8% $100,000 32nds of 100%

	Close	High	Low	Prev
March	97-23	97-25	97-05	96-06
June	97-09	97-18	96-12	95-22
Sept.	96-22	96-22	95-20	95.01

Estimated Volume 7,569 (8,539)
Previous day's open int. 5,327 (5,527)

CHICAGO

US TREASURY BONDS (CBT) 8% $100,000 32nds of 100%

	Close	High	Low	Prev
March	97-12	98-12	96-28	96-31
June	96-27	97-27	96-06	96-14
Sept	96-05	97-05	95-25	95-24
Dec	95-16	96-14	94-31	95-04
March	94-29	95-27	94-17	94-16
June	94-12	95-10	94-00	94-01
Dec	93-13	—	—	93-02
March	92.31	—	—	92-20
June	92.18	—	—	92-07

CERT DEPOSIT (IMM) $1m points of 100%

	Close	High	Low	Prev
March	92.85	92.88	92.80	92.85
June	93.07	93.09	—	93.06
Sept	93.00	93.04	—	93.00
Dec	92.96	—	—	92.85

US TREASURY BILLS (IMM) $1m points of 100%

	Close	High	Low	Prev
June	93.80	93.85	93.73	93.73
Sept	93.81	93.86	93.76	93.73
Dec	93.71	93.77	93.68	93.63
March	93.55	93.59	93.52	93.46
June	93.29	93.43	93.35	93.31
Sept	93.24	93.28	93.21	93.16
Dec	93.10	93.14	93.11	93.02
March	92.96	92.98	92.96	92.95

THREE-MONTH EURODOLLAR (IMM) $1m points of 100%

	Close	High	Low	Prev
March	92.55	92.58	92.54	92.57
June	92.77	92.80	92.75	92.75
Sept	92.70	92.76	92.69	92.69
Dec	92.66	92.63	92.56	92.55
March	92.37	92.43	92.39	92.36
June	92.20	92.22	92.22	92.19
Sept	92.04	92.09	92.05	92.01
Dec	91.89	91.94	91.89	91.85

IMM — STERLING $s per £

	Latest	High	Low	Prev
March	1.4615	1.4720	1.4615	1.4670
June	1.4475	1.4560	1.4460	1.4420
Sept	1.4370	1.4430	1.4370	1.4310
Dec	1.4270	1.4270	0	1.4200

CURRENCY FUTURES

POUND — $ (FOREIGN EXCHANGE)

Spot	1-mth.	3-mth.	6-mth.	12-mth.
1.4640	1.4584	1.4489	1.4378	1.4195

LIFFE — STERLING £25,000 $ per £

	Close	High	Low	Prev
March	1.4656	1.4674	1.4655	1.4565
June	1.4507	1.4515	1.4504	1.4417
Sept	1.4395	1.4395	1.4395	1.4305

Estimate Volume 144 (17).
Previous day's open int 3,328 (3,339)

EXCHANGE CROSS RATES

Mar. 14	£	$	DM	YEN	F Fr.	S Fr.	H Fl.	Lira	C $	B Fr.
£	1.	1.464	3.313	259.0	10.19	2.785	3.738	2231.	2.041	67.80
$	0.683	1.	2.263	177.0	6.960	1.902	2.553	1538.	1.394	46.30
DM	0.302	0.442	1.	78.19	3.075	0.841	1.128	679.5	0.616	20.47
YEN	3.861	5.663	12.79	1000.	39.33	10.75	14.43	8691.	7.880	261.8
F Fr.	0.982	1.437	3.252	254.2	10.	2.734	3.669	2210.	2.003	66.58
S Fr.	0.359	0.526	1.189